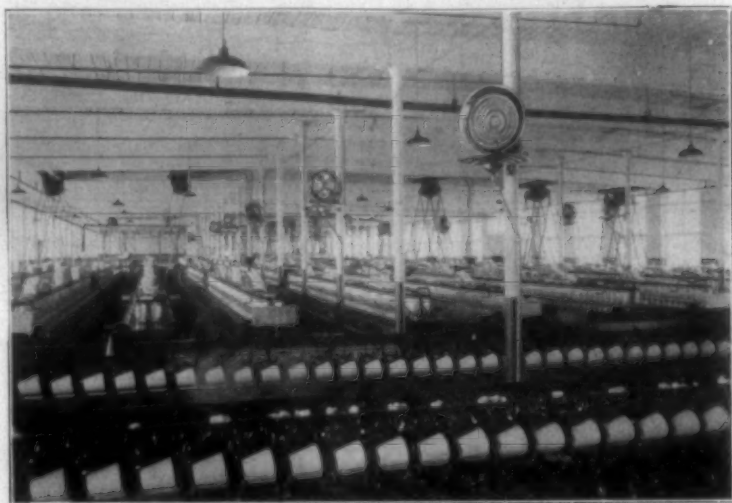


# SOUTHERN TEXTILE BULLETIN

VOLUME XXII

CHARLOTTE, N. C., THURSDAY, JANUARY 12, 1922.

NUMBER 20



Interior Ruby Cotton Mills, Inc., Gastonia, N. C., showing a portion of the 18 Bahnson Humidifiers installed in this mill.

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*Sixth*—More and Better Results per Dollar of Cost than any Humidifying System now Obtainable.

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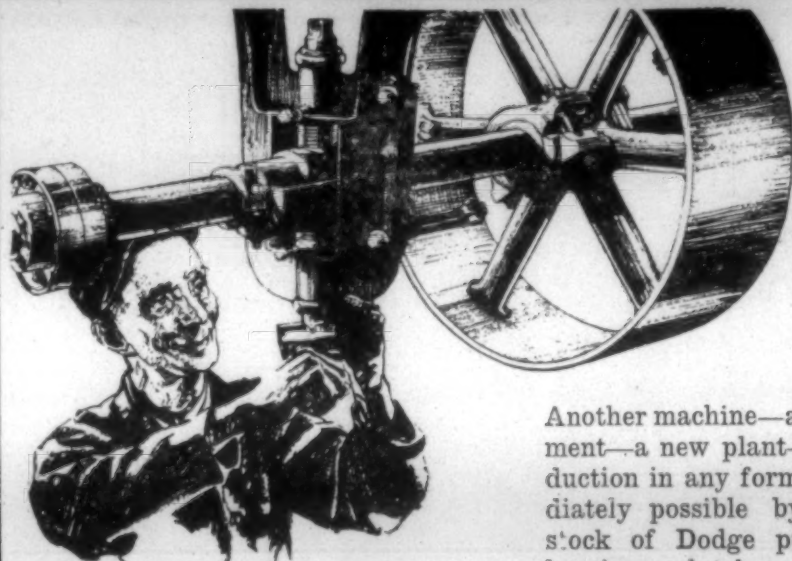
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*General Office and Factory,  
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INCORPORATED 1898  
CHARLOTTE, N. C.

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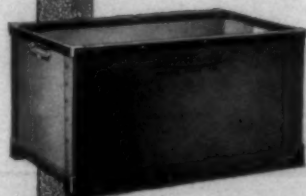
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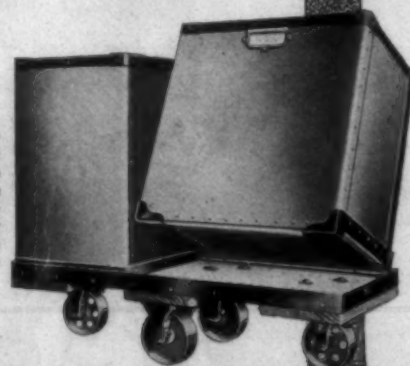


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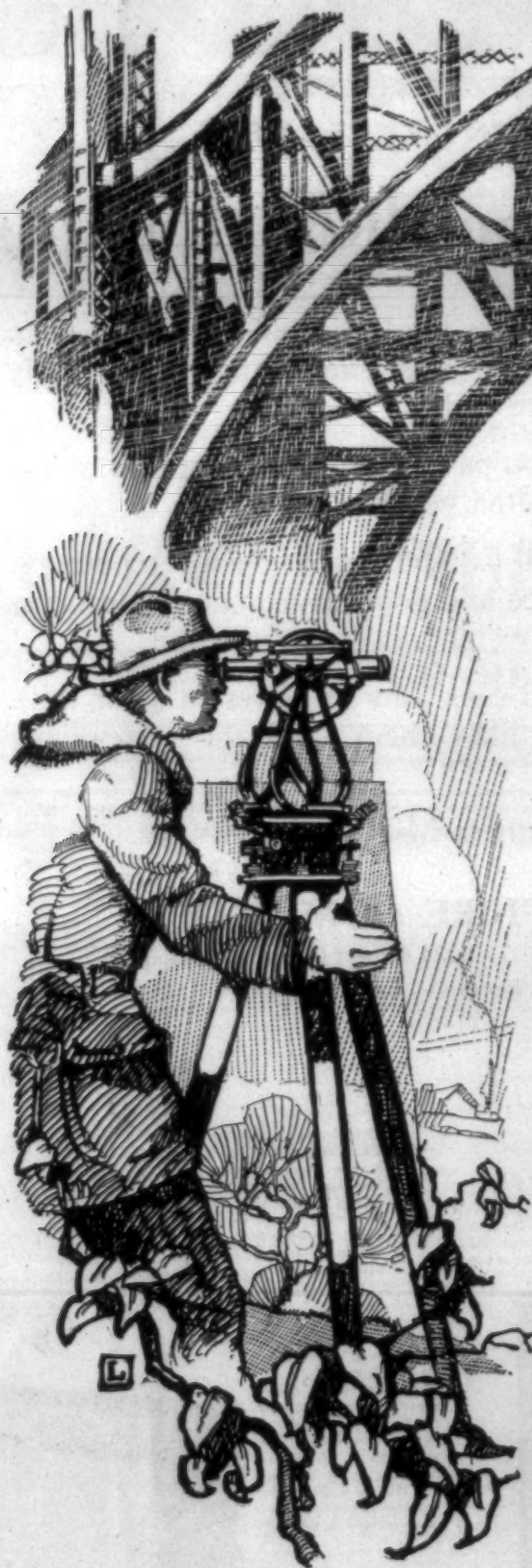
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# SOUTHERN TEXTILE BULLETIN

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VOLUME XXII

CHARLOTTE, N. C., THURSDAY, JANUARY 12, 1922.

NUMBER 20

## Promising Outlook for Cotton

The following article written by Oscar W. Riggs for the annual dry goods section of the Journal of Commerce, of New York, cites numerous reasons to show that trade in cotton, which he terms "an indispensable adjunct to modern civilization," should return to a normal and steady basis:

The world's cotton trade "turned the corner" in 1921. The price of raw cotton advanced  $4\frac{1}{4}$  cents a pound, or over \$20 a bale; a rise of 28 per cent, owing to a big decrease in the American and foreign crops and a sharp increase in the consumption at home and abroad.

There were two low points in 1921, i. e., 10.50 cents for March 2 and three months and a half later, on June 20, 10.45 cents for July. The high points were 21.80 cents for December on September 7 and 21.95 cents for December on October 3.

Strictly speaking the "low" came last June and the "high" in the first week in October. The "low" was due to large supplies from the 13,400,000 bale crop of 1920-21 and a sharp falling off for a time in its use. Last season the world's consumption of American cotton reached only 10,500,000 bales, against 12,500,000 in 1919-20, 10,500,000 in 1918-19, 12,400,000 in 1917-18, 14,250,000 in 1916-17 and the high record of 15,000,000 bales in 1915-16, compared with which last season's total fell off 30 per cent.

Last season's consumption was the smallest with the exception of 1918-19 for seventeen years. It reflected the effects of high prices, especially retail prices and of widespread unemployment, reaching at one time, it was estimated, some 5,000,000 to 5,500,000 workers. It also reflected the poverty of the Far East and of Europe, falling rates for foreign exchange, and the great Russian debacle, one of the most striking events in human history. The subsequent rise in prices in the new season beginning August 1, 1921, was due to the great decrease in cotton culture in the United States, Egypt, Brazil, South America, Russia, etc., and a rise in the consumption as the world struggled to its feet again.

### The American Crop.

In the United States the yield this season has fallen off 30 per cent, with sales of fertilizers at the South only 2,854,000 tons, against 5,257,000 tons in the previous season, a drop

of 45 per cent, while it also appears that only about 65 per cent of the essential fertilizing elements were used as compared with the average season. Potash for one thing cost too much for general use and the soil had become impoverished.

The present American crop was put on December 12 by the Agricultural Department at 8,340,000 bales, against 13,440,000 last year and 11,421,000 in 1919. Here is a decrease of 5,100,000 bales. The Egyptian crop is 684,000 bales, against 1,251,000 last year; East Indian, 3,623,000 bales, against 2,845,000 in 1920 and 4,637,000 in 1919; China, 1,650,000, against 1,868,000 last year; Brazil, 560,000, against 431,000 last year; Peru, 146,000, against 157,000 last year; Japan and Korea, 120,000, against 105,000 last year; Mexico, 165,000, against 205,000 and so on, making the total for the year 15,593,000 bales, against 20,650,000 bales last year. This is the smallest in twenty years.

Later advices from Bombay have reported an advancing market because the East Indian Government had reduced the estimate of the crop to the equivalent of 3,464,000 bales of 500 pounds each. Some are now putting the world's crop at over a million bales less than the Washington estimate, and making it not much over 14,500,000 bales. It is a noteworthy fact that Russia is put down for not over 50,000 bales, as compared with 1,309,000 in 1914. It is only another lesson illustrating the economic laws that individualism furnishes the only incentive to human effort.

In the United States the boll weevil has increased year by year for the last thirty years. Last season it was propagated on a larger scale than usual. The insect has now reached as far north as the coast counties of North Carolina and covers virtually the entire cotton belt. This is one reason why not a few believe that it is doubtful whether the South can raise a good crop of cotton again for years to come since science is baffled by the pest. Every effort to exterminate it has failed. That is why the next crop is already under discussion and arouses so much anxiety not only at the South but elsewhere. At the same time it is pointed out that if the acreage could be increased and also the use of fertilizers, which were but scantily employed last year, and a favor-

able season favor it the cotton culture at the South might be successful.

The trouble is that a decline from 43.75 cents in July, 1920, to around 10 cents a pound in July, 1921, had a bad effect at the South. For a time the price was far below the cost of production. This varies widely throughout the South. Estimates ranged from 15 cents to 25 cents per pound. Growers and merchants were hard hit. Banks had to take cotton, on which they made made loans, and dispose of it at a loss. They will have a good deal to say about the size of the next acreage.

### The World Consumption.

The world's consumption of American cotton this year is estimated at anywhere from 12,000,000 to 12,500,000 bales, as against 10,500,000 bales last year. It would not be at all surprising to see it reach 6,250,000 bales in this country, against 4,900,000 last year and 6,419,000 the year before. During the coming season the European consumption, it is believed, could easily reach 6,000,000 bales. After a long period of abstention from buying the shelves of this country are believed to be bare of goods and there will be nothing for it but increased buying, especially as cotton is the cheapest clothing known.

### World's Cotton Situation.

Meantime German mills are running at 100 per cent. It is estimated that Germany has 9,400,000 spindles; the same as France. Berlin advices say that buying orders continue to flood German manufacturers who are making huge paper profits. The mills there are establishing selling agencies in Holland and Scandinavia where orders are being received and payments made in raw materials.

Russia and Poland are reckoned to have 8,000,000 spindles. These countries follow in the order named after the United States, which now has 34,387,000 spindles. Japan's spindles number 3,400,000, against 1,500,000 in 1907. The year before the war Japan had only 2,200,000 spindles, so that its present spindleage shows an increase of some 54 per cent. And Japan is said to have captured a large business in Siberia, and to all appearance, has also acquired some of the British trade. It can readily manufacture coarse goods wanted in the Far East.

Moreover, China, which, in 1901,

had only 201,000 spindles, and before the war 1,200,000, now has 1,400,000. The records show that twenty years ago there were only two mills in China with 65,000 spindles. In 1902 the number had increased to 17 mills with 565,000 spindles; in 1916 there were 42 mills with 1,154,000 spindles, and the latest returns for 1920 give a total of 63 mills and 1,422,832 spindles. Some twenty mills are said to be either under construction or projected. The Japanese, it seems, have invested a good deal of capital in the industry and it is estimated that they have in operation some 16 mills with 469,000 spindles. There are four large British owned cotton mills in Shanghai.

French mills are much more busily employed than they were a year ago. Belgian mills are busy. Spinners there have orders ahead for three months' normal production.

### America Exports Cotton.

Exports of cotton from the United States during the past year have increased materially, although they have been running behind to Great Britain because of the falling off in the Oriental business. It is a fact that in the four months ending November 30 those to Japan closely approximated 400,000 bales, against only 16,000 during a like period last year, an increase of 2,400 per cent. These are eloquent figures, revealing the immense strides which Japan is making in the textile business, notably in the cotton trade.

It is encouraging, too, to notice that our exports in the same period to Germany were 560,000 bales, against 288,350 in the same period last year, an increase of 94 per cent. The exports this season from the United States have reached 2,810,000 bales, an increase of some 475,000 bales, or some 20 per cent.

The exports since August 1 to Great Britain from this country have been only 708,000 bales, against 900,234 during the same time last year and close to 1,400,000 two years ago. It is evident that Great Britain has in one sense underimported. American merchants are counting on her making up the deficit during the next six months. To France 362,528 bales have been shipped, against 341,300 for the same time last year and 271,176 two years ago. As the case now stands, Germany and Japan are forging ahead more rapidly

(Continued on Page 8.)



# Improvement Shown in Business Survey

Washington—Comparison of the year-end reports with those for the corresponding month in 1920 demonstrates the continued upward movement of business and indicates gradual restoration of normal condition; the Federal Reserve Board reports.

"This is true in spite of the fact that the month of December, which is normally a period of comparative closing down or transition, indicates, as is usually the case, some recession from the higher levels of preceding autumn business activity," the report comments.

"Chief importance is usually assigned at the close of the year to the holiday trade, emphasis being rather on the side of distribution than on the side of production. This intensified demand serves to bring into actual use the goods produced in the earlier industrial period. The holiday trade is thus a test of the soundness of the preceding business activity.

"Reports from the various Federal Reserve Districts covering over half the month show that this year's demand in the Eastern Districts has registered an increase running as high as 10 per cent over that of 1920, while in other districts the situation is pronounced satisfactory. Manufacturing lines, although slowed down because of lessened seasonal demand, generally report a fairly satisfactory condition," the board states, "although a lack of forward orders still testifies to the uncertainty with which the prospects of the coming months are regarded by many firms. Freight rates continue as a disturbing factor due to the belief that reductions already announced as affecting some commodities may be much more widely extended in the near future.

"Manufacturing conditions are far from uniform throughout the country," it reports.

"In textiles there has been but little change since last month, both cotton and woolen mills being operated at a high percentage of capacity.

"Cotton consumption in November showed a decided increase over the amount consumed in October and the figures were higher than at any time since the summer of 1920. The latest estimate of the Department of Agriculture indicating a larger cotton crop than was expected, has recently been an unsettling factor although the effects of the announcement had previously been discounted to a certain extent," says the report.

"Boston estimates that production in that section is on a basis somewhat in excess of 80 per cent at the present time. Reports from Philadelphia indicated that some lines of cotton manufactures, such as branded goods, and gray goods, are being purchased at about the same rate as heretofore but it is said that no firms report a sufficient number of orders to insure operations for more than three months. Stocks are being kept at a low point with a view of having as small inventories at the end of the year as possible. The

orders received by textile mills in Richmond were not as numerous during November as in September and October but the mills are generally running on a full time basis and are looking forward to fairly good trade after the opening of the new year. Some mills are planning changes in machinery and reports generally state that there is returning confidence in the stability of values for raw cotton and textiles." Some reporting mills in Atlanta are said to have sold their product for many weeks ahead at prices which allow some profit, but a few mills state that their operations are being carried on without profit at the present moment.

"Reports from 34 of the 58 members belonging to the National Association of Finishers of Cotton Fabrics show that during the month of November there was a drop in finished yards billed to 97,132,172 from 105,286,414 in October. There was also a drop in finishing orders received during the month, the figure for November being 85,179,175 as compared with 100,909,965 for the preceding month. The percentage of average capacity in operation fell from 77 to 69 per cent for all reporting districts. The average work ahead at the end of the month dropped from 10 days to 9.2 days.

"During the month of November," says the report, "there was a slight reduction in the activity of the woolen industry as evidenced by the census reports of percentages of idle wool machinery and of idle hours to totals reported on December 1. In all cases except looms, 50-inch reed space and less, percentages of activity and of idle hours have increased as compared with the beginning of November. For example, the percentage of idle hours on the first of the month to total reported rose from 24.9 per cent to 28.7 per cent in the case of looms wider than 50-inch reed space, and in the case of woolen and worsted spindles the percentages were 21.9 and 12.6 per cent, respectively, as compared with 18.3 and 8.1 per cent on November 1. Wool consumption in November amounted to 58,259,000 pounds as compared with 62,130,667 pounds in October. However, despite the slight reduction in activity which is, no doubt, largely attributable to seasonal factors, the New England mills continue to run at nearly full capacity, with a recent slight slowing down in advance of offerings for the fall of 1922. The incoming orders are stated not to be satisfactory, however, primarily because of the unsettled conditions prevailing in the clothing industry.

"Philadelphia likewise emphasizes the lack of demand from the clothing industry," the board reports, "due not alone to a disposition on the part of the consuming public to demand lower priced goods, but also to the uncertainty brought about by the unsettled labor conditions within the industry. In that district, trade placed merely for the purpose of filling in. Several mills are operating at only 25 per cent of normal ca-

capacity and orders are not sufficient to keep them running more than three or four weeks. The average capacity for 12 plants located in the district was 45 per cent.

"The situation of the yarn manufacturers appears to have remained substantially unchanged. The demand for weaving yarns continues poor, while knitting yarns are still in great demand, and a number of larger mills are operating at capacity as a result. Raw wool prices have been advancing steadily both for lower and for higher grades of wool, but the scarcity of the better grades is causing them to advance more rapidly than the poorer grades.

"Notwithstanding the unfavorable factors tending to unsettle the clothing industry, the limited reports available show that a fair amount of business was transacted in November," the report states. "Ten clothing firms in New York engaged in the distribution of men's and women's clothing, report sales in November to have been 11.7 per cent below those for the preceding month but 21.2 per cent in excess of November, 1920. In St. Louis total sales and orders for 23 reporting interests were stated to have been larger in units than they were in the same month of 1920, but the demand is principally for cheap suits and manufacturers are carrying a much larger proportion of low priced goods. Buying is still confined to orders for immediate delivery.

"Reports rather generally indicate that the demand for silk goods, especially broad-silk, has been slightly more active of late weeks and certainly there has been some increase in prices due in part to larger sales and in part to the effect of the rapid advance that has occurred in recent months in the price of raw silk," the board reports. "Nevertheless, such statistics as are available indicate a further reduction in activity of those mills located in the North Hudson and in the Paterson districts. In North Hudson, 2,047 looms out of a total reporting of 4,586 were operating on December 8, and the percentage of available capacity was 37.7. In Paterson with 15,000 looms, only 3,155 were active and the percentage of available capacity in operation was 11.6.

"In Philadelphia, conditions appear to be much better, as reporting manufacturers are operating at about 80 per cent of normal, although practically all orders are for immediate delivery. In the case of establishments manufacturing silk yarns, the rate of production was reported to be about 63 per cent of normal. The falling off in demand which has occurred, leading to a curtailment of operations, is attributed to uncertainty regarding future prices of raw silk. Silk consumption, according to the estimates furnished by the Silk Association of America, amounted to 18,355 bales in November as compared with 26,816 in October.

"Judging from information received, the market for cotton hosiery has been well sustained during the

past month. Philadelphia notes the rather specialized character of the demands. The mills that produce heather hosiery, for example, are running at capacity and orders continue to be received for the fall trade of 1922. It is stated that this fact is attracting more mills into this field and the prospects are that the output for next year will be larger. The demand for silk hosiery also continues to be exceptionally good, but cotton and mercerized hosiery show slight activity and very few mills engaged in producing these are able to run on full time."

"This situation contrasts with that of the mills in Atlanta, however, as the manufacturers of cotton hosiery in that region continued to do a good business during November and were reported to be operating at from 80 to 100 per cent capacity. One plant as a matter of fact, stated that it was running full day and night and had sufficient orders to keep it going for some months on this basis.

"The special reports received by the Philadelphia Bank from 24 hosiery firms selling to the wholesale trade showed a slight drop in the product manufactured during November (in dozens of pairs) of 3.5 per cent. Orders booked during November were reduced 59.4 per cent and unfilled orders on hand at the end of November were 2.2 per cent below those on hand at the end of the preceding month. However, the output, orders booked and unfilled orders as compared with November a year ago showed extraordinary increases of 222.1 per cent, 63.6 per cent and 528.2 per cent, respectively. The nine reporting firms selling to the retail trade manufactured 17.3 per cent fewer pairs in November than in the preceding month. Orders booked fell 40 per cent and unfilled orders on hand November 30 were 19.2 per cent below those on hand at the end of October.

"Very little change was recorded during the month of November in the productive activity of the reporting mills belonging to the Association of Knit Goods Manufacturers of America. One of the four mills reported closed in October resumed operations in November, and 57 mills were then operating at an average of 86.5 per cent of normal capacity as compared with 87.3 per cent average capacity for 56 mills reporting in October. In November, 1920, reporting mills were producing in woolen and worsted goods is said to be very inactive and orders are at a rate of only 23.2 per cent of normal capacity. or the 56 mills which furnished comparable data, both for October and for November, unfilled orders on November 1 showed a gain of 67,990 dozens, reaching a total of 1,077,403 dozens. There was a reduction of 99,838 dozens in new orders received during November, the totals falling from 406,675 dozens in the month of October to 306,837 dozens in November. Production in November amounted to 362,660 dozens—a loss of 19,685 dozens.





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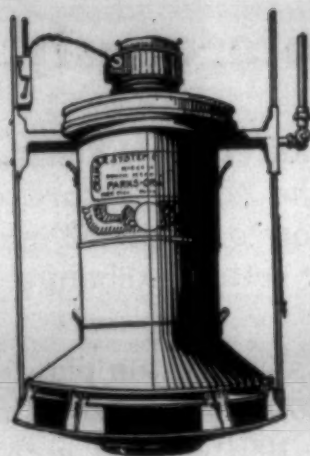
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## (Continued on page 24)





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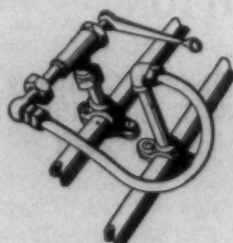


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# Loom Fixer to Overseer

Written exclusively for Southern Textile Bulletin by "Old Fixer", a man who has had long & varied experience in this work

## Mechanism of the Jacquard Machine

In the previous number the Jacquard machine proper was explained and in this number its mechanism will be illustrated. Drawing No. 1 shows the detail of the griffe. The griffe is secured to the plunger, which part will be explained later, by bolts. The griffe is composed of a number of bars extending lengthwise as shown and these bars or knives actuate the harness system in the creation of the pattern. The bars vary in number according to the size of the machine. In a 100 machine four knives would be enough, while in a 400 eight would be needed, and in a 600 machine twelve bars. Each row of the upright hooks requires a separate lifting griffe bar. It will be noticed that the bars are arranged in an oblique position in the frame. This prevents the bars from striking on the tops of the hooks when falling and also puts them in the right position for the work required of them. The drawing is at top view of the griffe. Figure 2 is a sectional diagram of the griffe in which the shape of the bars can be seen.

## The Perforated Board.

Drawing 3 is a section of the perforated bottom board through which the neck-cords are drawn. The number of holes in the board correspond with the number of hooks employed in the draft of the design in process of weaving. The number of harness cords operated by each neck-cord depends of course on the number of upright wires in the machine and the width of the harness. We will assume that it is a 100 machine.

Ten wires will be deducted for the lists. This will leave ninety wires for the pattern to be woven. We then divide this number into the number of threads per inch, and multiply it by the number of inches in the width of the harness, and the result will be the number of repeats in the woven texture, or the number of harness cords to be attached to each neck-cord.

## The Hammer.

Figure 4 is a drawing of the detail of the hammer which is attached to the lay of the loom and is for steadying the cylinder after the latter has made its regular revolution with the pattern cards. If it were not for this device, the unsteady movement of the cards on the cylinder would result in some of the needles missing the holes through which the design requires that they penetrate. In fact, the writer has observed imperfect jacquard weaving due to the unstable condition of the cylinder resulting from the spring of the hammer shaft being weak or otherwise out of effective running order. The cylinder which carries the pattern cards is designated A and the head of the hammer B. The spiral spring which presses the head of the hammer against the side of the cylinder at the proper time is marked D. The

shaft of the hammer fits in the bearings of the casting C and the latter is bolted to the frame of the machine. The spring is sufficiently pliable so that when the cylinder turns it is compressed enough to allow the easy revolving of the cylinder with its load of pattern cards dragging along in line. After the card is in place and the cylinder has turned to its new position the hammer head returns to its normal place and the cylinder advances in order towards its destination at the needle-board.

Certain classes of figured cotton



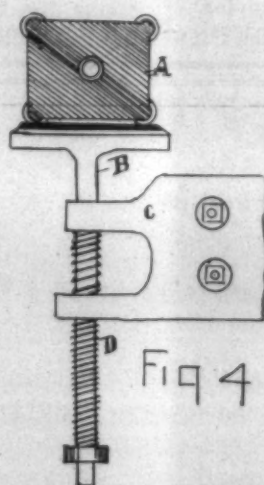
Fig 1



Fig 2



Fig 3



Hook

## The Jacquard Machine in the Pattern Room.

The pattern room of the cotton mill is usually a very busy place. Some cotton mills that do not use jacquard machines in the regular weaving of the goods, employ one or more of the machines in their pattern room for the reason that various descriptions of intricate designs can be readily produced, after the jacquard is once running, by the simple cutting of pattern cards. Designs of limited size are made in the common pattern loom, but often the designer or the superintendent of the mill desires to see what a certain pattern will look like when woven without limit to the number of threads in the design or the size of the figure.

Sometimes samples of elaborate designs are sent to the mill by a commission house with the request that the same be reproduced in sample form and estimates given for manufacturing wholesale lots. By using special tie-ups and only a part of the capacity of a jacquard pattern loom, such samples can be made without using any of the looms in the weave department. I have worked in mills where profitable orders have been obtained for goods not in line with the regular output because the designer of the mill had access to a jacquard machine in his pattern room and was able to reproduce given samples. I have also seen designers work far in the night trying to get out a complicated pattern on a common harness loom. In addition to being useful for the making of very intricate sample designs when called for, the jacquard is very handy for experimental weaving of designs. Often a new pattern is unexpectedly woven when the designer or his assistant is trying different weaves on a jacquard machine. Some of the best sellers have found the way into the markets through the experimental efforts of some one using a jacquard machine in the pattern room.

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**Check Strap Holder for Looms.**

G. W. Chaney and W. F. Sink of Lexington, N. C., have recently invented a check strap holder for looms. This invention relates to improvements in looms and more particularly to an improved check strap holder designed especially for application to the lay of a Draper loom. In the use of the Draper loom it has

and replace it and again securing the check strap holder in place, or if the lay is so badly damaged that it cannot be spliced or otherwise repaired, it is discarded and a new lay is substituted therefor. In any event time is wasted and expense incurred in the making of repairs or the substitution of new parts, and it is therefore the primary object of the present invention to provide a check strap holder which may be either initially installed upon the lay or may be employed as a repair part when the ordinary check strap holder is torn loose:

Another object of the invention is to provide a check strap holder which may be applied to any ordinary Draper loom and which will be securely held in place when installed and will present none of the disadvantages of the ordinary holder such as outlined above.

In the accompanying drawings:

Figure 1 is a view in elevation of a Draper loom lay and its associated parts and illustrating the check strap holder of the present invention installed thereon.

Figure 2 is a vertical sectional view taken substantially on the line 2-2 of Figure 1 looking in the direction indicated by the arrows.

Figure 3 is a perspective view of the device embodying the invention removed from the loom.

In the drawings the numeral 1 indicates in general the lay of the well known Draper loom, 2 the picker stick which works therein, and 3 the check strap for the stick.

The check strap holder embodying the invention is indicated in general

by the numeral 4 and the same comprises an attaching plate 5 which is preferably of the oblong rectangular form shown in Figure 3 and is designed to be disposed flat against the underside or lower edge of the lay 1 in the manner shown in Figures 1 and 2 of the drawings. The attaching plate 5 is provided near its ends with bolt openings 6 through which are passed securing bolts 7 fitted also through the side of the lay 1, and in order to stabilize the device and thereby prevent its displacement when the bolts are tightened, it is preferable that the plate be provided upon its upper face with marginal flanges 8 which are designed to bear at their edges against the under side of the lay. At one longitudinal edge the plate 5 is provided with an integral depending lug 9 having a rectangular bolt opening 10 near its lower end, this lug depending in a plane at right angles to a plane occupied by the attaching plate and being therefore adapted to the same position as the ordinary bracket plate upon the Draper loom which supports the check strap. Thus in the present instance the check strap 3 is secured to the inner side of the lug 9 by a bolt 11 and is thus securely supported in place.

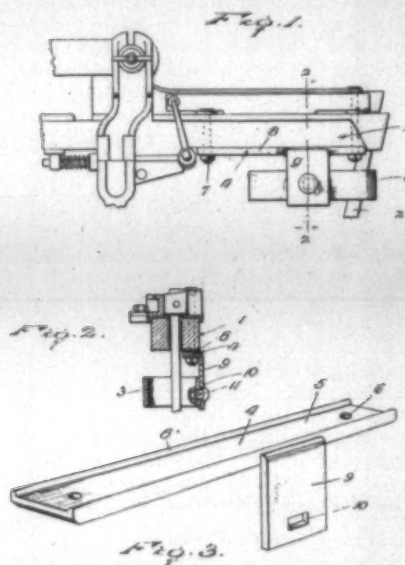
It will be evident from the foregoing that the check strap holder embodying the invention is adapted to be more securely fixed and held upon the loom lay than is the ordinary bracket plate usually employed, and is not liable to be torn loose or become disarranged in the operation of the loom.

Having thus described the invention, what is claimed as new is:

1. A check strap holder for looms comprising an attaching plate constructed to be secured to the loom lay, and an apertured check strap supporting lug rigid with relation to the plate and extending downwardly from one longitudinal edge thereof.

2. A check strap holder for looms comprising an attaching plate constructed to be secured to the loom lay, and an apertured check strap supporting lug rigid with relation to the plate and extending downwardly from one longitudinal edge thereof, the attaching plate being provided upon its upper side with marginal flanges to contact the lower side of the loom lay.

The combination with the lay of a loom, of a check strap holder comprising an attaching plate secured to the underside of one side member of the lay and provided at one longitudinal edge with an integral depending lug having an aperture for the passage of a bolt for securing the check strap thereto.



been found that after a short period of use the check strap holder will become loosened or torn off from the lay due to the securing bolts there for pulling through the wood of the lay. When this occurs the loom fixer will ordinarily remove the lay, repair the same by splicing,

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**Colombian Textile Outlook Uncertain.**

The textile situation in Colombia at the present time is very unfavorable to the American manufacturer interested in export trade. Like every other South American country, Colombia has and is still undergoing a very serious business crisis which will make itself felt for another year or two. Therefore, until general business conditions have improved considerably and it will be plain to see who has been able to weather the storm, great care should be exercised in selling on credit in that market. Of course, as elsewhere, there are concerns in Colombia, which at the present time have no obligations whatsoever because when they anticipated the bad times they began to liquidate their merchandise somewhat below the then market price and in that way turned their stocks into ready cash without suffering great losses. These people will now be in the market for their requirements and due to their strong position should be given due consideration in the credit line.

The crisis in Colombia was due not only to the rapid depreciation in the market for textiles and other commodities, but also to several internal conditions which were important factors in making the situation more acute than if these conditions had not existed.

On account of having made abnormal profits after the armistice and because stocks were greatly reduced at that time, merchants began to import on a very large scale during

the latter part of 1919 and early part of 1920. During this time, most of the concerns overextended themselves in this respect, especially so the merchants on the coast who became convinced that they would be the ruling importers because the fairly large concerns in the interior who had imported directly from Europe and the United States had temporarily filled their requirements in Barranquilla and Cartagene, the two most important commercial centers on the coast.

When these large quantities of goods began to pour into the country for both the merchants on the coast and in the interior, for the latter had also thought it advisable to reap the harvest of good times, the customs house facilities proved to be utterly inadequate, finally resulting in the most scandalous tie-up which the country has ever witnessed. This deplorable situation was instrumental in preventing the merchants all over the country from disposing of their goods before price reactions became radical.

To make matters worse, the Magdalena River which is the only means of transportation to the interior, was very dry during the early part of 1920. Consequently merchants in the interior, who had availed themselves of every possible means to have their goods forwarded to them, did not receive their merchandise until nearly a year afterward, because the river steamers left Barranquilla loaded to capacity they had to leave goods at intermediate river points in order to navigate in the upper reaches of the river.

Money, which had been plentiful when the prices of coffee and hides had been high, became exceedingly scarce as these commodities depreciated in value along with others in the United States. Merchants found it impossible to meet their obligations for imports with the proceeds of their exports as they had always done hitherto and as merchandise could not be moved in the country except at a great sacrifice, the inevitable result was "frozen credits."

With money tight, high-priced goods in everybody's hands and business paralyzed, collections in the country became exceedingly difficult. The small merchant inland, when pressed for money had no other recourse than to offer to pay in kind, that is with coffee or some other product and then always setting his price on the commodity. If this means of settling his debt was not accepted, he demanded a very substantial rebate or would return the goods. This same procedure was adopted by the importer who had received goods on credit from the United States and Europe, by houses whose sense of moral obligations and business integrity was not of the highest standing and also by these who found themselves in such difficulties, that if their demands were not granted, had to declare themselves bankrupt.

In the end, European and especially American concerns have had to bear the brunt and stand a very large part of the loss. Yet it must be taken into account that the manufacturer and exporter in this country must assume some of the re-

sponsibility because of the shortsighted manner in which credits were extended during the period of inflation. Europe also has had to sustain losses in Colombia, but judging from the fact that the European house generally sends out its own representatives and does not employ commission-made resident agents, it seems that its losses must be considerably smaller than ours.

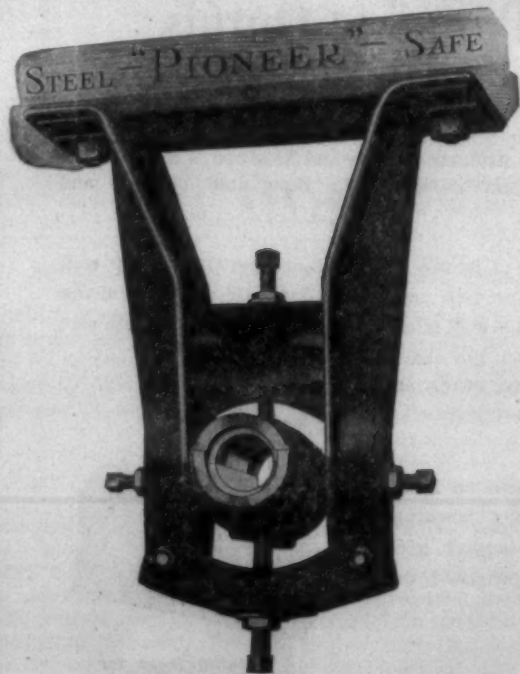
The general feeling in Colombia is that prices might have been sustained a little more in the United States, rather than letting them decline so rapidly. A certain animosity has also arisen against American banking methods which are considered too strict because they adhere to the law and not to the usage of the country. Another source of dissatisfaction is that brought about by certain large American interests which evidently desired to have a controlling hand in all business. These interests imported very large quantities of all kinds of goods far in excess of the country's needs and in an effort to turn their stocks into cash have done the local merchant considerable harm by selling their stocks at very low prices.

In textiles, Colombia will always be a good buyer from the United States because the staples which have the greatest demand are American goods. This applies particularly to grey drills and sheetings, narrow prints and woven drills. American bleached goods have also a good demand, but they have not as yet outclassed those finished in England. Colombians, however, are

(Continued on Page 24.)

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# Hidden Waste in Textile Mills

(Paper by Thayer P. Gates Before the Textile Division of A. S. M. E.)

In our textile industries the increase of production per man or per machine during the past twenty-five years has been small as compared with the increase in output from machine tools, and even today most of our manufacturers think of any addition in output only in terms of larger plants. One reason for this condition may be that the operation of our textile plants has been largely in the hands of men who learned most of what they know about the technique of manufacturing within the plants themselves. Many present practices have therefore been based on tradition rather than knowledge of facts, and improvements have been largely along lines of small refinements on present machines.

Another result of this type of background is that there has perhaps been less of the professional attitude among textile men than among men in many other lines, and the tendency has been to keep every improvement secret from competitors. A freer interchange of ideas would undoubtedly have resulted in a benefit to all concerned.

The graduates of our engineering schools have spent a great deal of time in the study of mill power plants, electric drives, heat balance, etc., all of which play but a small

part in the cost of textile products, while a few of them have given much thought to the much more important subject of the improvement of the manufacturing processes and machinery in this industry.

During the last few years, however, there has been some change in this condition and we now find that a number of textile companies have established research laboratories, or employ trained engineers who are applying critical study and exhaustive research to manufacturing materials, processes and equipment. Such study may result in radical changes in layout, equipment or process, which will vitally affect the textile plants of the future.

It is still too soon to predict how rapidly progress will be made, but a great deal may be expected from the engineering approach which respects what has been done in the past but accepts no practice as final until all facts have been collected and examined in the light of a scientific training.

The purpose of this paper is to point out a few of the losses found in the average textile plant which have been very largely overlooked and which can be greatly reduced through the application of engineering research. The types of losses considered are mainly those occurring in the operation of equipment and the utilization of materials. The

paper also points out the opportunities in the textile field for men of engineering training.

The essentials in any study on the elimination of waste are:

a. To determine the facts of present operation.

b. To determine what new facts may be found by analysis or research.

c. To apply these facts to the improvement of operation.

As an example of this method in the study of the operation of equipment, the output from a water mangle as used in cloth-finishing plants may be used. Knowing the present output of the machine, the first step would be to determine the maximum speed at which the machine would operate mechanically, allowing of course a proper factor of safety at the weakest point, and then find whether the goods could be put through the machine at that speed consistent with proper quality.

In such a study it may be found that the cloth will not open to width from the rope form at the required speed because the beaters on the scutcher will not take care of it properly. This involves experimental study by the engineer to determine changes necessary on this scutcher to take the increased output.

Then it may be found that the goods are damaged on the expander.

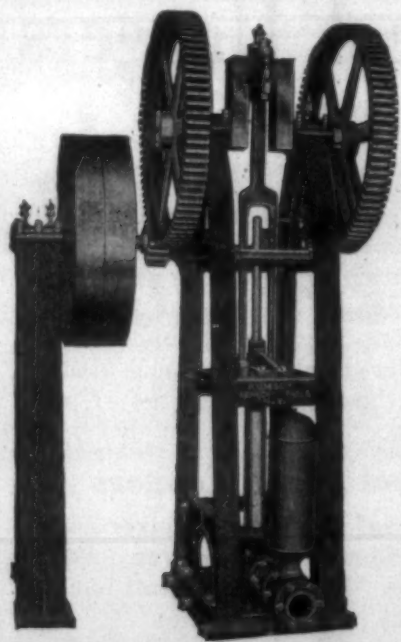
The questions are immediately asked: at what place on the expander? what are the reasons for the damage? and how can the difficulty be eliminated? Another job for the engineer.

Further, it may be found that the plaiter will not deliver the goods into the truck at the new speed. The engineer again asks why, and by proceeding to overcome this difficulty by employing the methods of engineering research to solve these problems, one at a time, the maximum capacity of the machine is finally reached.

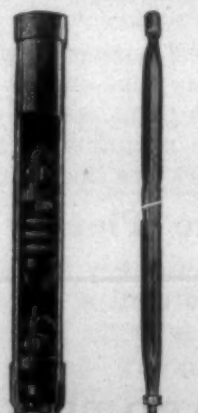
In many instances the output as a result of these studies is more than doubled, and the failure to take advantage of this possible increase constitutes a larger "hidden waste."

In many plants chemical problems may limit the output. As it is usually possible to redesign the mechanical equipment to take care of the maximum output from the chemical standpoint, the first research work should be done in the chemical laboratory. The problem is to determine what are the variables, and then to solve these variables for the best result of each when combined with each other. This involves the determination of a unit which must be applied in measuring and standardizing each variable.

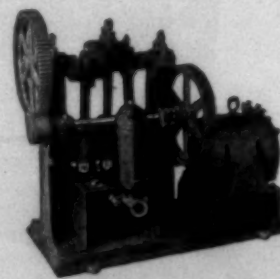
For example, in the determination of luster on a mercerized fabric the



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standard unit should be saturation, which is measured by shrinkage of the cloth when submerged in caustic. In bleaching, the standard unit is the amount of available chlorine present in the bleaching agent. The chemical research having been completed, the engineer must take these facts and apply them to the study of the equipment to give the maximum output.

The first experience of the author with textile research came when he was engineer of a large finishing plant. One of his problems was to locate a new bleach house to take care of approximately 50 per cent increase in production. A careful study failed to reveal any place where the building could be located and any continuity of the processes be maintained.

The present bleach house was then examined to see if the increase could be handled there. The machinery was of modern type, was run at the highest practicable speeds, and could not be rearranged to provide for any additional equipment. An examination of the chemical part of the problem showed, however, that a 50 per cent increase could be taken care of with a slight increase in water and chemicals.

The problem was finally solved over protests that it had never been done before, by running two strands of cloth side by side through the same machinery at the same time instead of one as had been the previous practice. Many experiments were made before this was accomplished successfully, but the new method enabled the plant to secure approximately 50 per cent increase in production with practically the same equipment running at the same speed, with the same amount of labor and with a very slight addition of water and chemicals.

A short time ago a mill treasurer spoke very contemptuously of the possibilities of engineering research in his plant, stating that he knew the business thoroughly, having started in it as a boy. When asked if he was not using individual "dollies" for scouring worsted cloth before dyeing, he replied that he had about twenty-five of them, each one of which required one operative. He was much surprised when informed that all of these dollies could be replaced by one continuous scouring machine, or at most two, requiring but one operative each and using a smaller amount of soap. Is this not a "hidden waste?"

The increase of output in the operation of tenter frames in another plant may be taken as a further illustration. After careful engineering investigation, the dry or hot room was perfected, and the frames readjusted to handle the capacity of the dry room. As a result the output was increased over 150 per cent, with a 50 per cent reduction in labor cost. The saving of labor on this job alone within a few weeks more than offset the entire cost of making the study and of changes on the machines.

The foregoing examples have all been taken from dyeing and finishing plants. Turning now to an entirely different line, a knitting mill started about eighteen months ago

to study its machines to see if the output could be increased. The net result of much research work on these machines together with a study of the yarn used, was that the output of the entire plant was increased more than 25 per cent with the same equipment. The number of imperfections were reduced very materially, and in spite of the higher wage rate there was a substantial reduction in the labor cost per pound of product.

Occasionally in the study of equipment it is found that cutting down speed may increase output as well as quality. One illustration of this may be found on pickers in a cotton spinning mill, where a reduction in the speed of the beaters frequently raises the quality of the product, cuts down waste of materials, and betters the production in the later processes.

Considerable saving can oftentimes be made in the purchasing of materials. This requires research to determine if a cheaper product may not be used to replace a more expensive one with equal or better results. An example of this is found in the studies made to determine if a lower-grade cotton may not be utilized to advantage. The use of this cotton calls for greater care in purchasing and a careful study of the processes of cleaning and mixing to maintain proper strength and uniformity. This, however, has been done by a number of mills without lowering the quality of their product and has resulted in large savings in the finished product.

Another source of loss in many plants is due to the waste of material in process and the reworking of materials which have become damaged. Records should be kept to show the extent of these losses as such records will undoubtedly assist in reducing the waste and act as a stimulant to maintain them at a minimum.

In some finishing plants, for example, the amount of rehandled goods due to stains, poor dyeing, poor bleach, etc., oftentimes reaches 15 per cent of the work done, while in other plants it falls below 1 per cent. Frequently the amounts of seconds, remnants and rags reach large figures. In some plants no records are maintained of such losses, so undoubtedly these can be characterized as "hidden wastes."

In addition to the studies in the operation of the machines and in the utilization of materials, it is desirable to standardize thoroughly the labor jobs on these machines. Frequently the engineer can develop labor-saving devices that will reduce the number of operatives required. In other cases standardization may be carried to such an extent that less skill is needed on the part of the operatives and lower-grade labor can be used.

Throughout this paper emphasis has been placed on the savings which may be made by engineering research in the textile field, which has been much neglected up to this time, and it is the belief of the author that in the future great improvements in operation will undoubtedly result by the replacing of tradition with definite knowledge of facts determined by such research.

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## Fraud Charged In Mill Sale

Greenville, S. C.—A motion for an order directing the present stockholders of the Courtenay Manufacturing Company, at Central, S. C., to pay \$270,000 to the former stockholders, from whom the control was purchased, this sum being due on notes, was argued before Judge Gary in circuit court here, and was answered by the defendants with the allegation that the books of the company were fraudulently manipulated to avoid payment of federal taxes before the sale was made, in view of which the defendants in the action seek to have the contract of sale rescinded and the property turned back to the Courtenay interests from whom it was purchased in April of 1920 by W. L. Gassaway and the Isaquena Mills, of Newry.

The Courtenay control was purchased at \$600 a share, totalling \$1,800,000, of which amount \$1,200,000 was paid in cash, the balance coming due as follows: \$300,000 due in April of the year just past has not been paid. The case actually involves \$600,000, since notes outstanding aggregate that sum. Judge Gary withheld his decision in the case, and will probably announce it this week.

The Isaquena Mills and W. L. Gassaway, defendants in the action, refused to pay the notes on the grounds that Campbell Courtenay, former president and treasurer of the Courtenay Company, is alleged to have defrauded the government of large sums due in taxes and sold the property to Gassaway by representing the earning capacity of the mill to be much greater than is actually the case. The Courtenay interests deny this charge vigorously, saying that the company's books are correct and that no erasures were made in them, as is alleged in the defendant's answer.

The several actions against the Isaquena interests are brought by the following persons, holding unpaid notes in the sums given: Campbell Courtenay, three notes aggregating \$139,400; St. John Courtenay, four notes aggregating \$35,000; Campbell Courtenay and J. M. Bateman, as trustees for Edith C. Bateman, \$20,000; Campbell Courtenay and St. John Courtenay, as trustees for Julia C. Richardson, \$20,000; Ashmead Courtenay, \$26,500; Campbell Courtenay and St. John Courtenay, as trustees for Carlisle Courtenay, \$20,000; H. R. Buist, \$14,000; and Mrs. Bland Williams Metts, \$3,500.

The Courtenays, originally of Charleston, now live in Columbia. This action developed the fact that action for a receiver for the Courtenay Manufacturing Company was made in federal court in June of 1921; that the judge then declined to appoint a temporary receiver, and the case is still before him for his decision as to the appointment of a permanent receiver. Attorneys for the Courtenays hold that the company's records are accurate and that this action would not have come if times were as prosperous now as when the property was purchased.

The Courtenay interests are represented by Bonham and Brice, of Greenville, and by William Elliott, of Columbia; the Gassaway interests are represented by Haynsworth & Haynsworth, of Greenville, and James P. Carey, Sr., of Pickens.

In the answer to the complaint, attorneys for Mr. Gassaway and the Isaquena interests reviewed the negotiations which culminated in the purchase of the mill, saying that these negotiations were opened between Campbell Courtenay and Mr. Gassaway, president and treasurer, and R. Ramseur, secretary, of the Isaquena Mills.

Financial statements purporting to represent the condition of the company were furnished by Mr. Courtenay, the answer states, and one of these statements showed the manufacturing profits of the company for the first quarter of 1920, from January 1 to March 31, of that year, to be \$222,000. With this information before him, Mr. Gassaway decided to buy the controlling stock at \$600 a share, the answer relates.

The answer then alleges that, at that time, there were certain undisclosed liabilities of the Courtenay Company to the Federal Government, including a liability for income and war profits taxes for the year 1918 amounting "to an enormous sum of money and entailing most serious consequences."

"The net profits of the Courtenay Manufacturing Company," the answer reads, "for the fiscal year of 1918 amounted to the sum of \$400,303, on which there would have been due to the Federal Government as income and war profit taxes a sum of approximately \$268,157. On ascertaining this fact, Campbell Courtenay, the president and treasurer of Courtenay Manufacturing Company, did devise and carry out a scheme whereby he sought to deprive the Federal Government of a large part of the taxes to which it was justly entitled, to-wit, a sum of approximately \$85,006."

"And in order to accomplish said purpose, the said Campbell Courtenay, as president and treasurer of said corporation, did make to the Federal Government a false return of the income and profits made by said corporation during the year 1918, wherein he reported and represented said profits as being \$299,203.31 instead of \$400,303.40, and represented the cost of the cotton used in the manufacture of goods during said year to be more than \$100,000 in excess of the actual cost thereof."

"And in order to cover up and conceal the facts," the answer continues, "the said Campbell Courtenay erased, showing the actual cost of the cotton or caused to be erased, from the books of the corporation the entries showing the actual cost of the cotton used in the year 1918, and inserted, or caused to be inserted, in lieu thereof, false and fictitious entries whereby it was made to appear that the cost of the cotton so used in said year was approximately \$100,000 greater than the actual cost, thereby reducing the apparent profits for said year by more



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than \$100,000. That by reason of said facts, there was an undisclosed liability to the Federal Government on account of income and profit taxes in excess of \$80,000 and in addition thereto an undisclosed liability to a large penalty which this defendant believes to be in excess of \$100,000, and said corporation was furthermore liable to criminal prosecution on the part of the Government."

This portion of the answer, the plaintiff's attorneys have moved to strike out.

The answer further alleges that the \$222,000 given as profits for the first quarter of 1920 was greatly in excess of the actual amount of such profits and that the representation of 1919 profits to Mr. Gassaway as \$400,488 was erroneous and that the actual profits during that time did not exceed \$300,000.

"The facts were concealed by certain measures and false entries upon the books of the corporation," the answer states, saying that cotton consumed was charged at much less than its actual cost, thereby making it appear that the earning capacity of the corporation was much greater than actually was the case.

The answer charges that these alleged frauds and misrepresentations were not discovered by Mr. Gassaway until recently, and that, when he made the discovery, he offered to turn back the stock to the former holders, they, of course, to refund the money paid for the stock.

Attorneys for the Gassaway interests hold that the difference caused by the alleged false statements amounts to more than \$600,000, and hold that if their clients cannot have relief by way of rescission, nothing is due on account of any of the notes.

After their arguments, attorneys for Mr. Courtenay and his associates held that if the contract of sale entered into between the Courtenay corporation stockholders and the Isaquena stockholders is not kept no business contract is valid.

A later report from Greenville states that on Tuesday a motion to cancel certain portions of the defendant's answer charging fraud as "frivolous and irrelevant" was denied in an order signed by Judge Frank B. Gary in the suit of Campbell Courtenay and former stockholders of the Courtenay Manufacturing Company at Central against the Isaquena Mill at Newry and its president, W. L. Gassaway, involving \$1,800,000, the purchase price of the mill.

The charges of fraud are made in the defendant's answer to the complaint filed by Campbell Courtenay asking payment of \$270,000 in notes alleged to be due under terms of sale of the Courtenay property in 1920 to Gassaway and the Isaquena Mills. Had the motion been granted charges of fraud against Campbell Courtenay in that he concealed profits of the company to escape federal taxes, would have been stricken from the record.

The order signed by Judge Gary has no bearing on the sums involved in the civil suit to decide whether the Courtenay Manufacturing Company will be turned back to

the original stockholders or remain the property of the present owners, which will probably be decided in the Court of Common Pleas here within the next few months.

A victory for the defense will result in the mill being turned back to Campbell Courtenay and the original stockholders, who will be forced to pay Gassaway and the present owners all sums which have been applied on the purchase price of the property. Gassaway agreed to pay \$1,800,000 for the mill in 1920, it is claimed by the Courtenay interests, who alleged that \$270,000 in notes is now due.

Judge Gary heard the motion argued, Saturday by Attorney Bonham and Price, of Greenville, and William Elliott, of Columbia, for the plaintiff and Haynsworth and Haynsworth, of Greenville, and James P. Carey, Sr., of Pickens for the defense. He reserved his decision until yesterday.

Following is the order:

"The case is before me upon motion to strike out certain portions of defendants' answer as frivolous and irrelevant.

"It seems to me that the matter sought to be stricken out amounts to an equitable defense to a legal cause of action. This form of pleading is, as we all know, permitted by the code. I am not at this time trying the merits of the case but only determine that said matter properly presents issues yet to be tried.

"The motion to strike out is therefore refused."

#### New Bedford Dividends 10 Per Cent Less in 1921.

New Bedford—During the mill year 1921, a total of \$3,132,875 was paid out in dividends by textile mills in this district on a combined capitalization of \$41,960,000, according to the list of G. M. Haffards & Co. This is an average of 8.7 per cent as compared with an average of 18.489 in 1920, when dividends of \$9,896,300 were paid to stockholders. In the third quarter of 1920 alone \$3,633,375 was paid out to stockholders, a total larger than the entire year of 1921. The year 1919 overshadowed 1921 by \$1,721,070.

The total of mill dividends for the year 1921 attests to the fact that war time rates are at an end. The general consensus of opinion prevails in mill circles that 8 per cent will be the regular rate of dividend hereafter. This is borne out by the fact that the great majority of corporations held to this rate during 1921.

#### Wage Cuts Not to Be Made in New England.

Boston — Textile manufacturers, representing various centers of the industry in New England, at a meeting held here, decided that no reduction in wages would be made at this time, it was announced.

The statement was authorized that there would be no further consideration of the matter.

Reports from New England, since the above, state that a number of small mills are still considering wage cuts.

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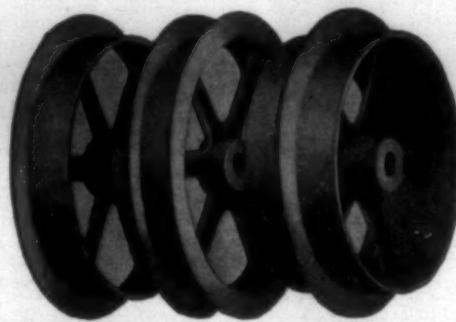
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# SOUTHERN TEXTILE BULLETIN

Member of Audit Bureau of Circulations.

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**THURSDAY, JANUARY 12, 1922.**

### Hearing on Labor Law Again Postponed.

The hearing before the Supreme Court in Washington to determine the constitutionality of the National Child Labor Law, which was to have been held on Tuesday of this week, was again postponed. The new date for the argument of the case has been set for March 6.

### Members of Audit Bureau of Circulation.

Subscribers and advertisers alike will be interested to learn that the Southern Textile Bulletin is now a member of the Audit Bureau of Circulation. Application for membership was made some time ago and this week we received the following notice:

"Audit has been made for the six months ending June 30, 1921, and all other requirements of the Bureau having been complied with, the Southern Textile Bulletin is now a member and entitled to full membership privileges."

### Hosiery and Underwear Manufacturers Adopt Open Price Plan.

At a meeting in Chattanooga this week, the Southwestern Division of the National Association of Hosiery and Underwear Manufacturers, a strong resolution was adopted endorsing the open price plan. This is in keeping with the statement two weeks ago from national officers of the association that the knit goods men, through sectional meetings, were expected to adopt the open price plan. In the opinion of those attending the Chattanooga meeting,

the adoption and pledges to put this plan in effect is one of the most important and progressive steps ever taken by the Southern knit goods manufacturers.

The open price plan, according to the system to be adopted by the knitters, is one under which the manufacturers file prices and exceptions without naming purchasers. The price data thus collected is sent to national headquarters of the association, from whence it is distributed to all the members. The resultant cost ideas are expected to be of great benefit to the industry. According to the explanation of the open price plan, it in no way regulates or affects prices. It is intended to be purely informative in character.

### Wages in New England.

For some time past there has been considerable agitation by New England mills looking toward a further reduction of wages. While this question primarily affects the mills in that section, it is nevertheless one of much interest to Southern mills, and the situation is being watched with much interest by manufacturers in the South. Some weeks ago, when the time arrived for the regular semi-annual wage agreement between the mills in the larger New England centers and the unions, it was announced that no change would be made in the existing wage scales at that time. A very significant feature of the agreement, however, was that the mills did not, as is usual in these wage contracts, agree not to reopen the wage ques-

tion in the six months period covered by the agreement. It was thus generally believed that the mill men had left the way open for a further reduction in wages in case such a step became imperative.

Since that time there have been numerous rumors that a further wage cut was pending by the New England mills. The smaller mills particularly were said to be finding it increasingly difficult to pay the present scale under existing conditions. Union officials have in the meantime made it plain that they would not accept the reductions without a fight.

A dispatch from New England this week states that at a meeting in Boston of mill owners representing various centers of the industry, it was decided that no change in wage scales would be made at this time. Later reports, however, said that there is still much talk of wage cuts, especially by the smaller plants. The situation still appears very unsettled. Repeated statements from various quarters of the textile markets have emphasized the fact that New England mills would find it necessary to again lower wages. Reductions there in general have not exceeded the 22½ per cent deadline laid down by the textile unions.

Southern mills are fortunate in that they reduced wages when commodity liquidation was at its height. Finding that such a move was absolutely necessary, they took the full step, making one job of it, so to speak, and thus settled the question so that it is definitely out of the way now.

A reduction in wages is always an unsettling factor in any industry and now that the textile industry has made considerable progress in getting back to a normal basis, further reductions are sure to be attended by further difficulties and friction. We are very glad that the Southern mills are not faced with a similar problem.

While Southern wages have been reduced more than those in New England, the average figure being around 38 per cent, the actual figures do not represent a true basis of comparison between the two sections. In the first place, wages in the South advanced more rapidly than those in New England during the textile boom. The real difference, however, is in the value of the wages, measured in terms of what they will purchase, rather than in dollars and cents. The difference in the prices that New England mill workers must pay for rent and fuel alone more than offsets the smaller percentage reduction that has been made as compared with Southern

wages. In the matter of the actual purchasing power of the wages, the balance is decidedly in favor of the Southern worker.

### Why Cotton Stays Down.

Let speculation in cotton run its unhampered, joyous course, with only the little stipulation that you must find a seller who really owns before you can buy, then you will have the right to sell all you buy, because when you once buy cotton, you own it, and must sell, unless you are a spinner, as you cannot eat it. The South has found this last out to its sorrow, and hence is at the mercy of the sellers as the exchange rules are now framed up. There are possibly 40,000,000 bales of cotton contracts against the 13,000,000 bales or less now in existence of Southern cotton, floating around in spinners' and brokers' hands bearing down the price of the actual staple. No one knows exactly how many contracts Wall Street and the West have put out into circulation, but it is worse than German marks in its effect on the South. The spinner is guaranteeing himself with dollars, and not with cotton—that he will have cotton to spin six or eight months hence—and it is only because the exchanges are framed to take from 'him who hath not,' and to give it unto him who hath that cotton stays down.—The Paradox.

### The Coming Year.

"As is customary at this season, many optimistic predictions regarding the coming year are now finding their way into print. Although many of them, in all likelihood will never be realized, and although the future is by no means clear, there is assuredly a certain basis for encouragement in what has been accomplished in the way of economic readjustment thus far. Improvement has been more pronounced in recent months in money and credit conditions than in any other direction as a natural result of liquidation; and it appears likely, at this writing, that fresh gains during the coming year will be more marked in connection with money and credit than elsewhere. This, at least, until the outcome of the next harvests can be better appraised than at present. Although liquidation has proceeded very far in certain departments of trade and may have been completed in some, a great deal still remains to be accomplished before the entire process of business readjustment is complete. This is particularly true of labor, of real estate values and rents, and of the production and distribution of certain essential articles, particularly those of personal and household use. While the coming year bids fair to be a better year in general business as a whole than the twelve-month now drawing to a close, it is idle to look for an early return of great prosperity; this will certainly be prevented by the severe losses which have fallen upon the agricultural producers of all countries and by the generally diminished purchasing power of the world.—Broad Street Economic World.



## Personal News

J. A. Baugh, Jr., is now agent for the LaGrange Mills, LaGrange, Ga.

P. A. Gwaltney has resigned as superintendent of the Kinston Cotton Mills, Kinston, N. C.

W. T. Busby has been elected secretary and treasurer of the Newton (N. C.) Cotton Mills.

A. B. Kuhn has resigned as secretary of the Newton (N. C.) Cotton Mills.

W. B. Long has become superintendent of the Buffalo Mills, Stubbs, N. C.

Lyman A. Hamrick has been appointed superintendent of the Musgrove Mills, Gaffney, S. C.

John C. Lloyd has resigned as manager of the Star Hosiery Mills, Spartanburg, S. C.

J. H. Bowman is now superintendent of the Champion Knitting Mills, Chattanooga, Tenn.

P. H. Henry has been appointed superintendent of the new Attix Hosiery Mills, Knoxville, Tenn.

James Weaver has resigned as treasurer of the Kernersville Knitting Company, Kernersville, N. C.

E. W. Lindsay has resigned as secretary of the Kernersville Knitting Company, Kernersville, N. C.

A. E. Couch has resigned as secretary at the Banning (Ga.) Cotton Mills.

J. W. Campbell is now overseer of weaving at the Osage Mills, Bessemer City, N. C.

F. H. Naylor has been appointed agent for the Bibb Manufacturing Company, Columbus, Ga.

H. J. Murphy is now one of the superintendents at the Bibb Manufacturing Company, Columbus, Ga.

Ernst Metzger is now superintendent of the Banning (Ga.) Cotton Mills.

C. R. Love is now manager of the United Finishing Mills, Burlington, N. C.

L. S. Cranshaw has accepted a position in the card room at the Knoxville (Tenn.) Cotton Mills.

James Ward has resigned as superintendent of the Daniel Morgan Mills, Cowpens, S. C.

R. E. Peterman has accepted the position of overseer of weaving at the Daniel Morgan Mills, Cowpens, S. C.

J. T. Boynton has resigned his position in the card room at the Knoxville (Tenn.) Mills on account of ill health.

J. A. Shinn, formerly of Sylacauga, Ala., has accepted the position of superintendent of the Cardinal Mills, West Point, Miss.

C. J. Mote is now overseer of weaving at the Quitman plant of the Western Reserve Mills, Quitman, Ga.

J. H. Millis, of High Point, N. C., has been made treasurer of the Kernersville Knitting Company, Kernersville, N. C.

J. W. Garrett, of High Point, N. C., has become secretary of the Kernersville Knitting Company, Kernersville, N. C.

R. W. Smith has accepted the position of overseer of spinning, spooling and twisting at the Sadie Cotton Mills, Kings Mountain, N. C.

J. P. Florence, of Atlanta, Ga., has accepted the position of general overseer of carding at the Bradley Manufacturing Company, Columbus, Ga.

B. T. Smith, who for some years has been overseer of spinning at the Newnan Cotton Mills, Newnan, Ga., has resigned his position to take a much needed rest. He will continue to live in Newnan.

D. L. Garrison has resigned as overseer of carding at the Saxony Spinning Company, Lincolnton, N. C., and accepted a similar position at the new Madora Mill, Mt. Holly, N. C.

H. G. Leigh, superintendent of the Fidelity Manufacturing Company and the Piedmont Commission Company, Charlotte, will in the future also act in a similar capacity for the Daniel Morgan Mills, Cowpens, S. C.

**Fidelity Manufacturing Company to Be Sold February 6.**

William Anderson, receiver for the Fidelity Manufacturing Company, of Charlotte, will offer the mill and all property owned by the company at public sale on February 6. The plant has 8,600 spindles and 90 broad looms, electric motors and a 250 horsepower engine and boilers. The main mill building is 375x75 feet, brick, with boiler room, engine and picker room attached.

The company was put into the hands of a receiver some weeks ago, as recently noted, following the action by W. R. Robertson, of Charlotte.

**7,884,272 Bales of Cotton Ginned Prior to January 1.**

Washington, Jan. 10.—Cotton ginned prior to January 1 amounted to 7,884,272 running bales, including 123,320 round bales, counted as half bales; 30,093 bales of American-Egyptian, and 3,106 bales of sea island. To January 1, last year, 11,554,648 bales were ginned, including 202,127 round bales; 64,262 bales of American-Egyptian and 1,449 of sea island.

Ginnings by States to January 1, this year, were:

Alabama, 584,335; Arizona, 35,304; Arkansas, 781,823; California, 23,569; Florida, 12,098; Georgia, 817,263; Louisiana, 281,773; Mississippi, 811,830; Missouri, 67,919; North Carolina, 783,598; Oklahoma, 476,279; South Carolina, 770,558; Tennessee, 295,360; Texas, 2,117,938; Virginia, 16,078; all other States, 8,547.

**William G. R. Braemer Joins American Moistening Company's Staff.**

The American Moistening Company announces that from January 1st, William G. R. Braemer, of Philadelphia, becomes chief engineer of the company, with headquarters in Boston, and will serve in an engineering capacity pertinent to the greater development of the company's air conditioning, heating and ventilating problems. Mr. Braemer is a pioneer in this field, and is an inventor of numerous United States and foreign patents in connection with air washing, humidifying, dehumidifying, cooling and drying sys-

tems. For nine years he was in charge of this branch of the business of Warren Webster & Company at Philadelphia, and for the past three and a half years has been engaged as consulting engineer, specializing in air conditioning. He is a member of the American Society of Mechanical Engineers, a member of the American Society of Heating and Ventilating Engineers, in which he is particularly active at present, being chairman of the National Committee of Legislation, and organizer of the Philadelphia Ventilating Commission. Mr. Braemer is a graduate of the College of Technology of Copenhagen, a practical mechanic, and previous to organizing the air conditioning department of Warren Webster & Company, was for over nine years chief engineer of the Buffalo Forge Company. He has made air conditioning a life study and has personally worked at every detail of the business, and brings to his new connection a wide experience gained in professional work in humidification.

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# MILL NEWS ITEMS OF INTEREST

**Clinton, S. C.**—The Lydia Mills have declared a semi-annual dividend of (?) per cent on a capital stock of \$160,000.

**Clinton, S. C.**—The Clinton Cotton Mills have paid a semi-annual dividend of 4 per cent on a capital of \$350,000.

**Danville, Va.**—The Dan River Cotton Mills, of Danville, has declared a semi-annual dividend of 3½ per cent, payable January 1, and an extra dividend of 5 per cent on the common stock. This represented a total disbursement of \$525,000.

**Barnesville, Ga.**—The textile products of the Collier Mills at Barnesville and Macon, manufacturing underwear, have been sold up six months ahead. J. C. Collier, president, states that the two mills probably will run day and night for some time to come.

**Union, S. C.**—Union is to have another textile plant in the near future, for William Coleman, who purchased on Monday the Rasor building located on the center of Academy and Pinckney streets at a cost of \$21,000, will in the near future install machinery on the three floors of this building for the manufacture of textile goods.

**St. Matthews, S. C.**—It is reported that Ernest Dupree, of Columbia, S. C., who has an automobile plant here, is planning to convert it into a textile plant, probably a knitting mill. The building is large, well ventilated and lighted, and would make an ideal building for manufacturing purposes. Albert S. Smokes, of this place, recently converted a large ginnyery into a modern yarn and twine mill, and this plant will soon be in operation.

**Charlotte, N. C.**—The Johnston Manufacturing Company, one of the several cotton mills headed by C. W. Johnston, of Charlotte, has been incorporated with an authorized capital stock of \$1,000,000, of which \$250,000 has been subscribed, practically all by Mr. Johnston. Stock will not be placed on the market, Mr. Johnston says. The mill is located in North Charlotte and operates 11,500 spindles.

**North Wilkesboro**—Wilkes Hosiery Mills Company has installed 40 additional machines for making infant hose. Heretofore only men's half hose have been manufactured. When these machines are all in operation the mill will have a daily output of about 500 dozen pair, making about 250 dozen pair of each kind. At the present time the mill has 42 employees and within the next few weeks the management expects to have about 50.

**Tarboro, N. C.**—It was stated by A. Tait, a representative of the Hart Cotton Mills, of this place, that in the near future that corporation will open a cash and carry store near the mills, in order to lower the living cost for the operatives. Mr. Tait states that the stock had been or-

dered and a man had been employed to manage the store. For the present the store will be located in the building known as the Creek Bridge Store, but, according to Mr. Tait, a brick building, complete in every detail, will be erected during the coming spring.

**Greensboro, N. C.**—The Pomona Cotton Mills here, operating at full time, have changed two-thirds of the machinery of the plant so that two-thirds of the output is now colored goods, one-third gray goods. The mill up until a short while ago turned out gray goods altogether.

C. W. Causey, secretary-treasurer of the mills, stated that the outlook is better than it has been in some time.

A 3½ per cent semi-annual divi-

dend on the preferred stock was declared for January 1. No action has yet been taken on the common stock dividend.

**Columbus, Ga.**—A decided improvement in the local textile situation has taken place in the recent past, according to an official of one of the North Highland Mills, who declares that new orders are coming in right along now and that the outlook is most promising.

"We have seen the worst days," he said. "The cotton mill interests have suffered during the past year, but the outlook is encouraging and we are hopeful of a renewal of business in a good way early in the new year. I believe I can speak for all the mills when I say that a decided improvement is in sight."

"New orders are coming in from many new sources now. And they are much more substantial. Every indication points to a better year in the local textile world."

Others express confidence in the future and it is admitted that many new orders are being booked at this time. One mill man is authority for the statement that his mill had orders for eight months in the new year already booked. For business reasons he asked that his name be withheld.

**Greenville, S. C.**—With the coming of the new year, the cotton mill business generally in this section seems to be improving, according to Brown Mahon, vice-president of the Judson Mills. Similar views have been expressed by others and dividends declared considerably below the average of the past three years, are regarded as very substantial and as tending to increase optimism in textile circles.

With the exception of completing the large duck mill by the Brandon Company, work on which will be finished within a few weeks, no large mill improvements have been made in the Greenville territory in the past year. Rumors that a new cotton mill was to be established have been thoroughly investigated and found to be erroneous, and no mill has greatly expanded its plant at the cost of many thousands of dollars.

With the new year, however, improvements in equipment and in plants may be expected if the mills

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continue to do a good business. One mill official expressed the belief that this would be the case. "Many plants want to make improvements and to expand their business and I feel sure they will do it when they make a little money and are able to do so," he said.

There is no curtailment of production among Greenville textile plants all continuing to run on full time, and some operating portions of their mills at night.

#### Southern Knitters Approve Open Price Plan.

Chattanooga, Tenn.—Frank L. Miller, United Hosiery Mills, was re-elected president and a strong resolution endorsing the open price plan was unanimously adopted at the annual meeting of the Southwestern division of the National Association of Hosiery and Underwear Manufacturers held at the Patten Hotel.

The meeting was attended by representatives of about 40 leading textile interests in the section. Adoption of a resolution endorsing and pledging to put into operation the open price plan was declared to be the most important and most forward step ever taken by the division. The open price plan was explained in detail to the textile men present by J. N. McCullough, consulting industrial manager of the National Association of the Hosiery and Underwear Manufacturers.

The system to be inaugurated is one in which the manufacturers file the prices and exceptions naming no purchasers. This information on prices is then sent out by the National Association to all members giving them an idea as to costs. The plan does not regulate prices or affect competition in the least but is

merely informative, according to explanation given.

The situation as summed up by Mr. McCullough regarding business is that conditions at the present time are quiet and he predicts that it will be six months before the business becomes on a sound improved basis.

He declared that the country is now at the tail end of the period of readjustment and that more business difficulties can be looked for. Full fashioned mills, he stated, are now on a full time basis, while staple goods manufacturers are on a smaller production scale.

#### Priscilla Spinning Wins In Injunction Case in Charlotte.

At a hearing in Charlotte, moved from Gaston county by consent of the attorneys for the plaintiffs, Judge Harding dissolved the temporary injunction granted some time ago by Judge Ray to F. M. Frankum, R. W. Rankin and Harry Shuford, all of Gastonia, and other stockholders of the Priscilla Spinning Company, Gastonia, which restrained officers of the company from offering at public sale a large block of the company stock on which it was alleged that final payment had not been made, and called upon them to show cause why a receiver should not be appointed for the mill. This

leaves the matter where it stood before the order was issued and the officials can now take whatever action they deem proper in collecting the unpaid assessments.

The Priscilla Mills and J. H. Mayes, president, filed separate answers denying the allegations of the complaint and the affidavit upon which the restraining order was issued. The answers alleged that instead of being wasteful and extravagant in erecting the plant, the officers had been able to save the stockholders money on construction costs as compared with the estimated costs at the time the stockholders ordered the mill built, March, 1920. The officers also denied having knowingly received subscriptions from insolvent persons and set forth that if the plaintiffs would pay their unpaid assessments instead of hampering the officers in their efforts to collect them, the company would have sufficient money to pay the small sums its owes and without making additional assessments on stockholders. The mill and its officials also contended that the company is not insolvent or in danger of becoming so and took the position that if a receiver was appointed it would be his first duty to collect unpaid assessments and if necessary sell the unpaid stock, as the mills had attempted to do. The defendants also offered affidavits from mill construc-

tion firms denying extravagance and congratulating the company on securing the character work it is getting at so great a saving.

#### Foreman's Organization at Spray Hold Christmas Banquet.

At the Christmas banquet held on the night of the closing down of the mills at Spray, N. C., for the Christmas holidays, two hundred and forty-seven members of the Carolina Co-operative Council were present. This represented over eighty per cent of the membership and was a very gratifying number. Arrangements had been made by the program committee for two hundred and fifty people, and a banquet supper consisting of roast chicken, with all the trimmings, was prepared and thoroughly enjoyed.

The toastmaster was L. M. Clark, the chairman of the Carolina Council. He called upon representatives of the schools and churches for brief talks, after which the boxing bouts were staged. The preliminary contest was between two eight-year-old boys who gave a two-round exhibition of sincere scrapping. The big bout was between W. J. Danaho, the resident engineer, who tipped the scales at a little less than three hundred, and Harry Walker, a midget bookkeeper, whose weight barely passed the century mark. After an exhibition of sparring the combatants went at the fight in dead earnest. In the third round when the big man was pounding Walker to all corners of the ring a friend of Walker climbed over the ropes and laid out Danaho with a padded club.

The feature of the evening's entertainment, aside from the local interest in the boxing bout, was an inimitable program put on by Tom Corwine, a polyphonic imitator. Corwine gave masterful reproductions of sounds of all kinds and closed his repertoire with a sound reproduction of unloading a side wheel steamer.

#### Kamaugraph Co. Opens Charlotte Office.

The Kaumagraph Company announces that they have opened a new office in Charlotte, N. C. This is located at 219 Latta Arcade, 324-330 South Tryon street. It will be in charge of Chas. H. Campbell. It is interesting to note that the Kaumagraph Company in the last year and a quarter has opened five branch offices. They are established in Boston, Philadelphia, Chicago, Charlotte, and Hamilton, Ontario.

## Save the Carry Cost

on stock of supplies by Odell Mill Supply Co. service. Our stock is complete and we will fill your order NOW. Largest stock of pipe fittings in this section.

### Odell Mill Supply Company

Greensboro, N. C.

EVERYTHING IN ELECTRICAL SUPPLIES.

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Manufacturer of  
HEMATINE, DYEWOOD EXTRACTS  
AND COLORS  
LONG ISLAND CITY, N. Y.

Picker Sticks  
Spools  
Skewers  
Binders  
Loom Supplies

Ivey M'fg Co.  
Hickory, N. C.

## THE CHOICE OF A HUMIDIFYING SYSTEM

must be one that for simplicity with great capacity and economy in maintenance produces uniformly such conditions that may be determined for the different requirements of the work. In the American Moistening Company's method of humidifying, all such requirements are GUARANTEED.

Our COMINS SECTIONAL HUMIDIFIERS  
Our FAN TYPE and HIGH DUTY HUMIDIFIERS  
Our VENTILATING Type of Humidifier (Taking fresh air into the room from outside)  
Our ATOMIZERS or COMPRESSED AIR SYSTEM  
Our COMPRESSED AIR CLEANING SYSTEM

Our CONDITIONING ROOM EQUIPMENT  
Our AUTOMATIC HUMIDITY CONTROL (Can be applied to systems already installed)  
Our AUTOMATIC TEMPERATURE CONTROL  
Are all STANDARDS OF MODERN TEXTILE MILL EQUIPMENTS.

### AMERICAN MOISTENING COMPANY

RUSSELL GRINNELL, President

BOSTON, MASS.

FRANK B. COMINS, General Manager

SOUTHERN OFFICE, Atlanta Trust Company Building, ATLANTA, GEORGIA

## How Purchasing Department Study Market Conditions

One of the most important factors in the successful operation of any business is the ability to purchase supplies and materials to the best advantage. It is just as important not to buy much as it is not to buy too little. While future conditions that affect market prices cannot always be foretold with accuracy, a close study of market conditions and the application of certain general principles makes it possible to eliminate much of the guess work that too often influences purchases. The subject is of unusual importance at a time when conditions are still far from normal and when price fluctuations present a constant problem. The following article, which appeared in *Builders*, the magazine of Lockwood, Greene & Co., was written by J. Pennington Gardiner, of that organization:

You may be interested in the methods we follow in attempting to

diagnose the market conditions that pertain particularly to our policies respecting the advisability of purchasing supplies.

Shortly after the beginning of the war, we kept a sheet showing advances in various articles of supplies, such as chemicals, dyestuffs and general supplies, but as the war progressed this was discontinued as it became obvious it was a question of soaring prices and that they would fall only when the end of the war came, and to judge that was a question which everyone was trying to solve, and to which no one had the answer. Our policy in those days was to make contracts for as long as possible and in the early stages of the war they were made for one, two or sometimes three years.

After the close of the war, as everyone knows, came a distinct let-up in business of all kinds, followed

later by what seems to be now generally called "the grand joy-ride" and everybody went ahead regardless of costs, at a rate that now, in retrospect, seems in many instances to have been one of folly. People bought at any price, never stopping to inquire the cost. Prices soared very closely to the point they did between 1860 and 1863 and likewise to the point they reached in 1812, apparently indicating that recent prices were only a matter of history repeating itself.

Gradually various factors set to work. People began to realize that the prices they were paying were entirely out of keeping with production costs, both wholesale and retail and to use a homely expression, most people felt that they were "easy marks." They then became cautious.

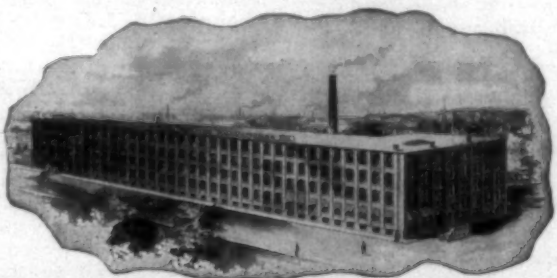
Wholesale prices of products produced by the farm began to show a marked decline. This decline began early in 1919, and without going into each detail it can be illustrated by stating that wheat which sold before the war at 70 cents a bushel, rose to the neighborhood of \$3.50 per

bushel at its maximum, being sustained by the Government at the price of \$2.26. This basic farm product, together with corn, cattle and other products began to decline rapidly during the early part of that year so that by October of 1919 a fair estimate on the depreciation of farm products from their high peak was something close to four and a half billions of dollars.

This decline had the effect of shutting off the purchasing power of approximately 49 per cent of our own population with the corresponding result of curtailing manufacturing in general. The history of the development of the West, and our own industrial history in general, has always shown that when the farming elements of the country were not prosperous, shortly thereafter followed a decline in manufacturing.

The drop in value of farm products from January 1, 1921, up to date, is not far from two and one-quarter to two and one-half billions of dollars.

If history does repeat itself, and it is likely to, the reverse will be the case, namely, that the farmer will



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*Manufacturers of*

**CARD CLOTHING**

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Top Flats Reclothed

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All Sizes and Nos. Wire

**Card Clothing Mounting Machines**

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all accessory

supplies for the Cards

We furnish expert men with machines for mounting our Card Clothing

Please transmit orders directly to  
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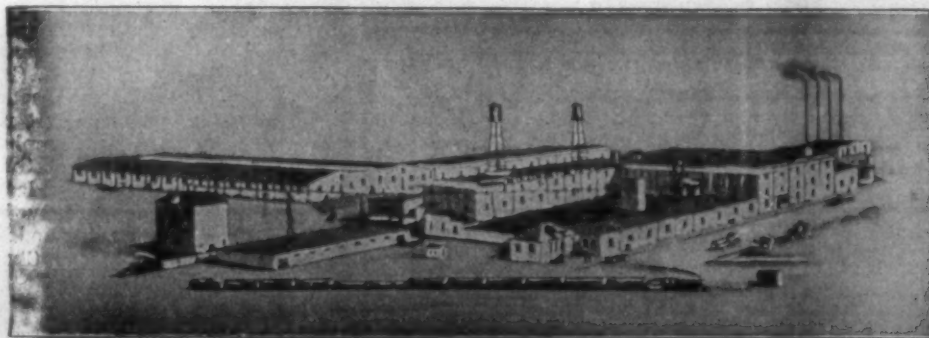
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It boils thin, penetrates the warps and carries the weight into cloth. It means good running work, satisfied help and one hundred per cent production.

We are in a position now to offer prompt shipments.

**THE KEEVER STARCH COMPANY**

**COLUMBUS, OHIO**

Southern Representatives:

James H. Maxwell, Greenville, S. C.

Claud B. Iler, Greenville, S. C.

D. H. Wallace, Greenville, S. C.



become prosperous, pay off his debts and then come into the market for his general needs.

In order to follow this situation with some degree of understanding, we in this department, have an index which is sub-divided into various groups. This sub-division is necessary inasmuch as so many different abnormal conditions exist in various groups of commodities that a general index based on the average purchases of all the supplies needed by a mill would not be a true indication of the exact situation.

For instance, dyestuffs have risen to enormous figures, whereas general supplies bear no such relation to their pre-war. In compiling this index we keep, first and foremost, a record of the principal farm products, namely, wheat, corn, cotton, cattle, sheep and hogs. We show their pre-war cost, their peak price and the date, and then follow them from January, 1921, up to the last moment in which quotations are available. We likewise follow several products that we use, which we call "foodstuff by-products," like potato starch, cornstarch, etc. Again another classification is that of dyestuffs, taking five or six of the most basic dyes that are used by our color mills. Chemicals in turn are grouped together and then comes a list of some 25 or 30 general mill supplies.

The accompanying table demonstrates the situation: It will be noted that the pre-war index is 100 in every case, being the price of

Table Showing Fluctuations in Price of Certain Commodities.

Commodity		1914 War												1921													
		Index	Peak	Jan.	Feb.	Mr.	Apr.	M'y	Jun.	Jul.	Aug.	Sep.	Oct.	Nv.	Index	Peak	Jan.	Feb.	Mr.	Apr.	M'y	Jun.	Jul.	Aug.	Sep.	Oct.	Nv.
*Farm Products	(6)	100	332	132	116	122	112	117	108	107	112	117	108	103													
Foodstuffs																											
By-Products	(3)	100	386	125	120	116	110	115	115	114	110	121	118	113													
Dyestuffs	(5)	100	1331	735	735	685	648	623	610	615	608	561	479	446													
Chemicals	(7)	100	532	237	231	211	205	201	202	200	202	184	192	193													
General Supplies	(27)	100	347	219	209	196	193	191	181	177	172	176	173	173													
*Wholesale prices.																											
		Index	Peak	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.													

1914. It is interesting to follow the trend of farm products, which show that today we are practically on the basis of pre-war prices. In some instances they have touched costs below the prices of 1914, but the average is only three points greater than that date. In this instance only wholesale prices are referred to.

Foodstuffs by-products show a sympathetic decline with farm products but not in such a marked degree, as they are purchased by carload lots and the price is consequently held up higher than such articles as wheat and corn, that are purchased in greater quantities on the Chicago exchange. The dyestuffs group is interesting as it shows a peak of 1331, which obviously arose from the fact that all German dyes ceased to come into this country after the outbreak of the war, with the exception of two ship-loads which, by permission of the British Government, were allowed to pass the blockade, but were so small in themselves that they had no effect on prices. Today the index stands at 446 but a decline can be looked for in connection with these supplies as competition between American producers will continue and the index shows a rapid decline with these factors at work. However, the

prices of dyestuffs will never decline to anywhere near the pre-war prices as long as the dye manufacturers are able to so influence Congress that the embargo feature on all foreign dyes shall continue in effect.

The chemical group rose during the war to 532. A very large bulk of these chemicals are made in this country and many of them or their component parts were used in the manufacture of ammunition, consequently were hard to obtain for ordinary manufacturing purposes. Since January of this year there has been a decline, with a slight reaction during the past two months, but we believe that this group will have on the whole for some months to come, a tendency downward.

Looking at the general supply list, which includes among the various articles listed: coal, burlaps, paper, skins, leather, cloth, shuttles, brooms, paints, etc., we find that the peak was 347 and that a general decline since last January has taken place.

Assuming that the business of manufacturing cloth should continue as it is, a probable gentle decline will take place in most of these various commodities, but in this list, as in fact in most of the others, every individual article is bought entirely on its own merits as each is surrounded by different circumstances.

Should a revision downward in freight rates take place, those articles which we purchase in carload

lots would immediately respond to that change, but most of the others would hardly be effected.

In summarizing the general situation as we view it from these tables, it is perhaps, reasonable to expect a general and gradual picking up of business, but the time has not yet arrived when it would be safe to make contracts for any length of time on practically any of the articles we purchase. Broadly speaking, the general policy of purchasing for requirements only, seems to us at this time the proper one to pursue. The best policy we believe is to watch farm products, as they are largely the keynote to the situation, and act accordingly, not, however, omitting to keep a lookout on the operating conditions of the large steel plants of the country.

During the war the peak of farm products and foodstuffs by-products averaged 356, while the general supplies representing, as they largely do, manufactured articles show an index of 347. This indicates an approximate parity between farm products and manufactured articles. On such a basis the farmer was able to purchase his requirements. Today farm products and foodstuffs by-products at an average of 108, manufactured goods being at 173,

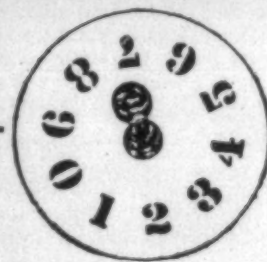
show that the farmer in order to obtain his supplies must do so at a great sacrifice. The nearer these two classes of commodities approach each other, whether by upward or downward trend, the nearer to a normal basis will business become.

## W I L T S

### Veneer Packing Cases are lighter and stronger

Here are perfect 3-ply Veneer Packing Case Shooks. Their extreme lightness saves 20 to 80 lbs. in freight on every case shipped. They are stronger than inch boards, burglar proof, waterproof and clean—no cracks for dirt to sift through.

Write For Prices and Samples  
Our Prices are Convincing  
—Our Service is Quick  
Wilts Veneer Co., Richmond, Va.



Making

## Stencils

is one of our specialties.  
Write us whenever you  
want one of any design.



## Your Machinery

To keep up the maximum production at the minimum cost it will necessitate having your machinery in the highest state of efficiency.

Our Expert Staff of Mechanics are at your Service in the Overhauling of your Spinning and Card Room Machinery.

TWENTY YEARS OF EXPERIENCE AND OUR GUARANTEE BACK OF ALL OUR WORK.

ESTIMATES  
FURNISHED

Southern  
Spindle & Flyer Co.  
Charlotte, N. C.

Manufacturers, Overhauled, and  
Repairers of Cotton Mill  
Machinery

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Pres. & Treas. V.-Pres. & Sec.

## WELL DRILLING AND DEEP WELL PUMPS

We do the engineering, and have had 32 years experience solving water problems satisfactorily for textile mills.

Sydnor Pump & Well Co., Inc.  
Richmond, Va.

## Attention!

Now! is the time to protect  
your Mill Floors for 1922



Special prices on contracts for  
your requirements, whatever  
they may be.

Write us for them immediately

Champion Chemical Co.

Charlie Nichols, General Manager  
Asheville, N. C.

## WALLS

for

OFFICES  
COMMUNITY HOUSES  
COTTAGES

Strong—Attractive to the  
eye—Vermin Proof

Use Southern Gypsum  
Co. Plasters

Address

Southern Gypsum Co.  
—INC.—  
North Holston, Va.

**A Contract That Holds.**

(Continued from Page 8).

er shall furnish color specifications at least 21 days before each specified shipment.

Rule 11. Deferred deliveries. All goods in hands of seller, either finished or in the gray, at contract date and delivery of which is delayed by fault of buyer, by reason of failure to furnish assortments, refusal to accept, or otherwise, may be billed at contract price and held at risk of buyer for delivery upon his order.

Rule 12. Adjustment and arbitration. Disputes between buyer and seller arising from contracts based on these rules shall be submitted to the committee on adjustments of the Silk Association of America. If an adjustment cannot thus be effected the matter must then be submitted to an arbitration committee composed of three members, one to be nominated by the buyer, one by the seller, and these two shall select a third. One of the arbitrators must be an official arbitrator of the Silk Association of America, and the arbitration shall be in accordance with the rules of such association. The award shall be final and binding upon both parties.

**Colombian Textile Outlook Uncertain.**

(Continued from Page 13.)

gradually being convinced that careful attention is being given in this country to the finishes which they require and while still inclined to

buy the English cloth on account of long practice, they are always willing to consider the American substitute which has been especially produced for their market.

The resources of Colombia are very great and only now are they beginning to be developed. When operations are on a greater scale and more foreign capital is invested in Colombia it will no doubt be one of the best South American markets and its nearness to the United States will continue to be one of the main reasons why American goods will always be in demand.

If the American manufacturer and exporter desires to deal with customers whom he may confidently consider as suitable credit risks it seems that it should be his duty not to sell to the small concerns which overnight became importers and have, on account of their lack of experience, helped to make conditions worse than they might have been. These small concerns should be forced back to their previous status under which they were the customers of the large importers in their locality.

If this condition is brought about and the large importer realizes that he is being helped by foreign concerns, the relations which will be established will be very friendly and when the American exporter need not hesitate shipping his wares to Colombia because his customers will live up fully to their obligations.—*Journal of Commerce.*

**Bleaching and Finishing Colored Cotton Piece Goods.**

Most bleachers and finishers are aware of the difficulties attending the bleaching and finishing of colored goods of doubtful fastness, in the getting of a good white without stripping or causing the colors to fade.

The old way of steeping in keir with weak lye, followed by a light chemic, and repeating until the desired whiteness is obtained, is being replaced by the sodium peroxide bleach, and the malting, soaping and chemicking with soda chlorine bleach.

These two methods also require modifications, dependent on the local conditions of the bleach works and the class of goods under treatment.

The following is the method adopted at a large works, with excellent results, and it does not interfere with the normal production of the regular bleaching operations.

The goods under treatment are good quality multi-colored striped shirtings, jaconettes and Madras. The goods are first singed and malted in one operation, concentrated malt extract being put in the water box of the wetting out mangle on the singer. The goods are steeped in the malt four or five hours or overnight. After this the goods are passed through a boiling solution of soap and soda ash in the dolly in such a manner that there is always

about 200 yards in the dolly. The goods are reeled in and reeled out, and left for a further steep of four or five hours or overnight.

The dolly is simply a wooden box about 6 feet by 4 feet by 5 feet high, surmounted by long reels of 36 to 40 inches diameter, and water and steam connected.

The goods are then put through the washing machine, squeezed, and chemicked in the machine and piled in the bin to lie four or five hours.

The first chemist is commenced first thing in the morning, and at about eleven o'clock the goods are given a second wash and chemic and again piled in bin for about four hours.

They are now a good white, clean and free from moles, with bright colors, and ready for the final wash into the white box, followed by scutching and mangling. No souring is necessary.

The chemic used is made by passing a current of chlorine gas into a solution of caustic soda and soda ash, and in no case are the colors harmed by prolonged steep in chemic.

The advantages of this soda chlorine chemic are so evident that it is used on the regular white goods. Its cleanliness, certainty of control, the fact that it can be used at high concentrations and prolonged periods without danger of tendering, all commend themselves. Also its solubility allows it to be washed into the white box without souring.—*The Dyer and Calico-Printer.*

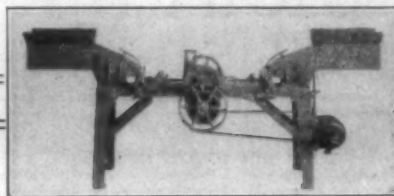
**New Twisting Machine.**

A new twisting machine for the textile industry has been invented by a Norwegian factory owner, according to a report from Consul General Alban G. Snyder, of Christiania. The main principle of the new invention, in contrast to older types, is that the bobbins rotate simultaneously with the spools receiving the spun thread, causing the twisting of both ends (said never to have been accomplished before), which gives greater firmness and strength to the thread. It is claimed that this machine twists seven times as fast as older machines.

Already the inventor has given demonstrations in his factory and applied for patents. It is stated he plans to travel in Europe and the United States demonstrating his new idea. The Textile Division of the Bureau of Foreign and Domestic Commerce has requested further details, and as soon as the data are available the industry will be promptly informed.—*Commerce Reports.*

**Tupelo Cotton Mills.****Tupelo, Miss.**

C. F. Burney .....	Supt.
J. H. Edwards .....	Carder
J. O. Boggett .....	2d Hand Carding
J. H. Edwards .....	Spinner
T. Barksdale .....	2d Hand Spinning
W. B. Funderburk .....	Slasher
W. B. Funderburk .....	Warper
W. R. Paty .....	Cloth Room
E. W. Cangile .....	Dyer
J. T. McClellion .....	Outside Foreman
J. T. McClellion .....	Master Mechanic



# Start the New Year right

1922 is going to witness the keenest kind of competition in all lines of business—especially in the Textile line—this competition will call for greater and more economical production.

To meet this competition successfully requires the installation of the latest and most improved Labor Saving, Time Saving, Waste Saving machinery.

Such a machine is the

**"UTSMAN" QUILL CLEANING MACHINE**

which has been installed in 295 Textile Mills in the United States and Canada.

START THE NEW YEAR RIGHT—  
INSTALL AN "UTSMAN" QUILL  
CLEANING MACHINE—CATALOG  
FOR THE ASKING.

**The TERRELL  
MACHINE CO.**

(Incorporated)

**Charlotte, N. C.**



**TALLOW—OILS—GUMS—COMPOUNDS****ALSO HOSIERY FINISHING  
AND BLEACHINGS****TEXTOL, A new product especially for Print Cloths. A complete warp size, requires no addition of tallow**

Tallow, Soluble Grease, Soluble Oils, Gums, Glues, Gum Arabol, Lancashire Size, Waxes, Finishing Pastes, Soaps, Glycerine, Ready-made cavy Size, Sago and Tapioca Flours, Dextrines, China Clay, Soluble Blue Bone Grease, Bleachers' Blue.

SPECIAL COMPOUNDS FOR WARPS, WHERE STOP MOTIONS ARE USED.

WEIGHTING COMPOUNDS FOR COLORED AND WHITE WARPS. FINISHING COMPOUNDS FOR ALL CLASSES OF FABRICS.

The Arabol best grades of cotton warp sizing compounds make the "finest weaving and will hold the fly."

These compounds are based on the best practical experience and the best materials used in their manufacture.

**The Arabol Manufacturing Co.**

Factories: Brooklyn, N. Y.

R. P. GIBSON, South Carolina Agent, Greenville, S. C.

Offices: 100 William Street, New York.

Southern Agent: Cameron MacRae, Concord, N. C.

GUY L. MELCHOR, Ga., Ala. and Tenn. Agent, Atlanta Ga.

**Textile Employment Shows Slight Increase.**

Washington—The textile industry continued to show increased employment during the month. Textiles and their products showed an increase last month of 3,421 workers over November 31, or 1.3 per cent. The relative weight on December 31, as compared to the total reported employed in 14 leading groups of industries, was 18.3 per cent.

This statement appears in the monthly employment survey of the Employment Service, Department of Labor, which was issued for publication last week.

According to the report unemployment generally increased during December, there being a decrease of

4.7 per cent in employment on December 31, as compared with November 30.

The statistics are gathered each month by the department's special agents in 65 leading industrial centers and 1,428 firms, each normally employing 500 workers, are surveyed. On December 31, these 1,428 firms had 74,267 less employees than on November 30.

Summarizing the situation in the New England district the report declares: "Many predict the easing off on wool products for the near future. Cotton manufacturers are uncertain as to the near future and, excepting in standards, are carrying small stocks. Merchandising reports show an improvement over a similar

period last year."

Five hundred and eighty-two textile mills in Virginia, North Carolina, South Carolina, and Georgia, report employment on December 15 to be 148,742, an increase of 1,722 as compared with 147,020 workers employed November 15.

"The general industrial outlook" in the States of New York, New Jersey and Pennsylvania, according to the report, "is promising and the consensus of reports show a distinct gradual improvement. The seasonal production in the manufacturing line has been somewhat curtailed as the annual inventory taking has arrived. There is a decided betterment in the textile trades, and the increased output. Reduction of forces

in some industries has been offset by shoe and leather industries have in-gains in others, with the net result showing that the gains shown in recent periods have been held."

Of the 65 cities included in the investigation of employment, 29 reported increases and 36 decreases in employment, as compared with the previous month.

The largest increase, that of 6 per cent, is noted in Philadelphia, while the largest decrease, 47.6 per cent, is in Detroit. Employment increased 3.7 per cent in Paterson; 1.8 per cent in Rochester; 1.7 per cent in Worcester; 1.5 per cent in Lowell; 1.5 per cent in New York; .54 per cent in Boston, and .45 per cent in Providence.

**Spartan Sizing Compound Co.**

WITHERPSOON &amp; WITHERSPOON, SPARTANBURG, S. C.

Manufacturers of

**Spartan Compounds,  
Tallows and Gums****SLIP - NOT BELTING**

THE BELT WITH THE CATERPILLAR GRIP

A new kind of a Leather Belt which is better than the kind you are now using or have ever used.

Montgomery & Crawford  
Spartanburg, S. C.



Write for our pamphlet "Finger Tip Talks" which tells why Slip-Not Belting is Better Than Other Leather Belts.

High Point Machine Works  
High Point, N. C.

**SLIP - NOT BELTING**

Made By **GRANT LEATHER CORPORATION**, Largest Belt Shop in the South  
KINGSFORD, TENN.



**GARLAND**  
LOOM PICKERS and  
LOOM HARNESSSES

GARLAND MFG. CO., SACO, ME.

## DIXON LUBRICATING SADDLE CO.

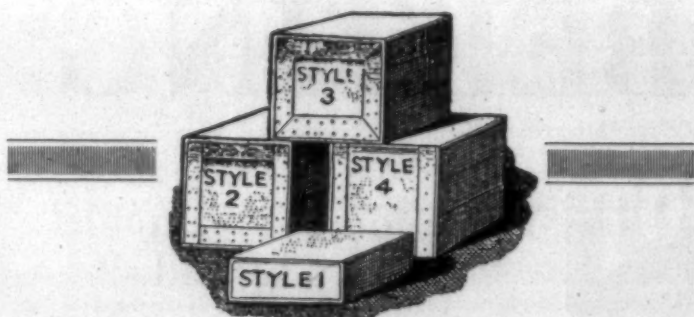
BRISTOL, RHODE ISLAND



Use Dixon Patent Stirrup Adjusting Saddles, the latest invention in Saddles for Top Rolls of Spinning Machines. Manufacturers of all kinds of Saddles, Stirrups and Levers.

WRITE FOR SAMPLE

## Wooden Packing Cases



These boxes are built of timber taken from our own lands, in four styles as shown; present a neat appearance, and are made to carry heavy loads.

We Solicit a Trial Order

White Pine, N. C. Pine, Poplar, Oak and Chestnut

We also manufacture Kiln-Dried and Dressed Lumber. Mill Work—Ceiling, Flooring & Mouldings

**Hutton & Bourbonnais Co.**

Drawer 330

HICKORY, N. C.

**A. M. Law & Co.**

SPARTANBURG, S. C.

**BROKERS**

Dealers in Mill Stocks and other

Southern Securities.

For Week Ending January 9, 1922.

	Bid	Asked
Abbeville Cotton Mills	105	—
American Spinning Co.	250	—
Anderson Cotton Mills	75	—
Aragon Mills	190	215
Arcade Cotton Mills	—	115
Arcadia Mills	200	—
Arkwright Mills	—	200
Augusta Factory, Ga.	—	41
Avondale Mills, Ala.	500	—
Banna Mills	—	100
Beaumont Mfg. Co.	210	230
Belton Cotton Mills, pfd.	—	66
Belton Cotton Mills, pfd.	65	71
Brogan Mills	70	81
Calhoun Mills	—	165
Chesnee Mills	—	150
Chiquola Mills	130	—
Chiquola Mills, pfd.	77	—
Clifton Mfg. Co.	107	—
Clinton Cotton Mills	200	—
Columbus Mfg. Co., Ga.	150	—
Cowpens Mills	—	75
D. E. Converse Co.	95	100
Dallas Mfg. Co., Ala.	175	—
Drayton Mills	40	—
Dunbar Mills	70	73
Dunbar Mills, pfd.	72	76
Dunbar Mills, pfd.	83	90
Eagle & Phenix Mills, Ga.	125	145
Enterprise Mfg. Co., Ga.	85	98
Exposition Cotton Mills, Ga.	300	—
Gaffney Mfg. Co.	40	50
Gainesville Cotton Mills, Ga.	100	—
Glenwood Mills	100	115
Gluck Mills	100	107
Graniteville Mfg. Co.	150	185
Greenwood Cotton Mills	175	—
Grendel Mills	100	—
Hamrick Mills	120	150
Hartsville Cotton Mills	—	350
Henrietta Mills, N. C.	—	350
Hermiteage Mills	100	—
Inman Mills	80	—
Inman Mills, pfd.	93	—
International Mills (par \$50)	33	35
Jackson Mills	150	—
Judson Mills	250	—
Judson Mills, pfd.	90	—
King, John P. Mfg. Co., Ga.	125	150
Lancaster Cotton Mills	200	—
Laurens Cotton Mills	80	100
Limestone Cotton Mills	120	130
Marion Mfg. Co., N. C.	—	136
Marlboro Mills	71	75
Massachusetts Mills, Ga.	146	150
Mills Mfg. Co.	175	200
Mollohon Mfg. Co.	103	110
Monarch Mills	106	106
Newberry Cotton Mills	100	115
Ninety-Six Mills	150	—
Norris Cotton Mills	125	105
Oconee Mills	—	—
Orr Cotton Mills	90	—
Orr Cotton Mills, pfd.	88	91
Pacolet Mfg. Co.	170	131
Pacolet Mfg. Co., pfd.	94	—
Pelham Mills	—	83
Pelzer Mfg. Co.	100	115
Pickens Cotton Mills	100	—
Piedmont Mfg. Co.	115	121
Poe, F. W., Mfg. Co.	—	102
Poinsett Mills	—	85
Riverside Mills (par \$12.50)	9	11
Saxon Mills	85	100
Sibley Mfg. Co., Ga.	48	55
Spartan Mills	105	—
Toxaway Mills (par \$25)	28	30
Tucapau Mills	—	220
Union-Buffer Mills	—	24
Union-Buffer Mills, 1st pfd.	79	85
Union-Buffer Mills, 2d pfd.	37	40
Victor-Monaghan Co.	83	85
Victor-Monaghan Co., pfd.	98	—
Ware Shoals Mfg. Co.	125	145
Watts Mills	—	110
Watts Mills, 1st pfd.	—	80
Watts Mills, 2nd pfd.	—	95
Whitney Mfg. Co.	—	190
Williamston Mills	200	—
Woodruff Cotton Mills	150	175
Woodside Cot. Mills, pfd.	71	75
Woodside Cotton Mills, pfd.	—	72
W. S. Gray Cotton Mills	90	—

Anderson Cotton Mills	73	76
Arlington Cotton Mills	—	275
Aragon Cotton Mills (S. C.)	190	215
Arcade Cotton Mills	—	115
Arrow Mills	—	136
Augusta Factory	—	42
Beaton Cotton Mills	—	84
Beaumont Mfg. Co.	212	—
Bibb Mfg. Co.	90	101
Brogan Mills	70	81
Clara Mfg. Co.	—	120
Clifton Mfg. Co.	105	115
Cabarrus Cotton Mills	180	190
Chadwick-Hoskins Co. (par \$25)	—	12 1/2
Chadwick-Hoskins Co., pfd.	—	100
Chiquola Mfg. Co.	130	185
Calhoun Mills	—	165
Cannon Mfg. Co.	200	220
Clover Mills	—	108
Climax Spinning Co.	130	141
Crescent Spinning Co.	86	—
Columbus Mfg. Co. (Ga.)	150	166
Converse, D. E. Co.	—	1
Dacotah Cotton Mills	375	430
Darlington Mfg. Co.	—	78
Dixon Mills	106	—
Drayton Mills	39	—
Dresden Cotton Mills	220	—
Dunbar Mills	70	74
Dunbar Mills, pfd.	—	87
Durham Hosiery, pfd.	92	97
Durham Hosiery "B"	—	29
Drayton Mills	—	48
Eastern Mfg. Co.	85	98
Eagle & Phenix (Ga.)	125	175
Efrid Mfg. Co.	110	121
Enterprise Mfg. Co. (Ga.)	85	98
Erwin Cotton Mills Co.	250	275
Erwin Cotton Mills Co., pfd.	100	—
Flint Mfg. Co.	—	178
Gaffney Mfg. Co.	—	60
Gibson Mfg. Co.	180	—
Globe Yarn Mills (N. C.)	60	—
Grace Cotton Mill Co.	—	85
Gray Mfg. Co.	200	300
Glenwood Cotton Mills	100	115
Gluck Mills	101	—
Greenwood Cotton Mills	175	—
Grendel Mills	—	140
Graniteville Mfg. Co.	—	185
Hamrick Mills	120	151
Hanes, P. H., Knitting Co.	11 1/2	12 1/2
Hanes, P. H. Knit'g Co., pfd.	101	104
Hillside Cotton Mills (Ga.)	250	275
Imperial Yarn Mill (N. C.)	135	151
Inman Mills, pfd.	93	—
Inman Mills, pfd.	92	—
Jennings Cotton Mill	220	—
Judson Mills, pfd.	95	—
Judson Mills, pfd.	90	—
King, John P. Mfg. Co.	125	150
Laurens Cotton Mills	—	102
Limestone Mills	—	130
Linford Mills	79	86
Lola Mfg. Co.	95	101
Locke Cotton Mills Co.	110	—
Laurens Cotton Mills	85	100
Marlboro Cotton Mills	71	—
Mills Mill	—	225
Monarch Mills (S. C.)	—	106
Mollohon Mfg. Co.	100	105
Myers Mill	—	80
Myrtle Mills	—	110
National Yarn Mill	130	150
Newberry Cotton Mills	100	110
Ninety-Six Cotton Mill	150	—
Norcott Mills Co.	—	275
Orr Cotton Mills	90	96
Orr Cotton Mills, pfd.	88	—
Parkdale Mills	—	130
Pacolet Mfg. Co.	120	137
Pacolet Mfg. Co., pfd.	91	95
Pelzer Mfg. Co.	—	114
Piedmont Mfg. Co. (S. C.)	114	121
Perfection Spinning Co.	79	85
Pelham Mills	—	83
Panola Cotton Mills	—	70
Poe, F. W. Mfg. Co.	98	102
Poinsett Mills	—	83
Ranlo Mfg. Co.	105	—
Rex Spinning Co.	—	91
Rex Spinning Co., pfd.	90	92
Ridge Mills	—	80
Riverside Mills (par \$12.50)	8	10
Riverside & Dan River	240	255
Rowan Cotton Mills Co.	—	87
Rockyface Spinning Co.	—	66
Rhyne-Houser Mfg. Co.	—	75
Saxon Mills	—	85
Seminole Cotton Mills Co.	—	100
Seminole Cot. Mills Co.	100	106
Spartan Mills	104	108
Spartan Mills	110	116
Superior Yarn Mills	—	90
Toxaway Mills (par \$25)	27	29
Union-Buffer Mills, 1st pfd.	77	—
Union-Buffer Mills, 2d pfd.	38	40
Victor-Monaghan Co.	83	86
Victor-Monaghan Co., pfd.	99	—
Victory Yarn Mills Co.	—	80
Ware Shoals Mfg. Co.	125	143
Watts Mills	—	110
Watts Mills, 1st pfd.	—	79
Watts Mills, 2d pfd.	—	95
Winget Yarn Mills Co.	—	75
Wiscassett Mills Co.	230	—
Williamston Mills	200	—
Woodside Cotton Mills	—	100
Woodruff Cotton Mills	155	165

**Southern Mill Stocks**

Quoted By

**R. S. Dickson & Company**

Gastonia, N. C.

Greenville, S. C.

For Week Ending January 10, 1922.

	Bid	Asked
Acme Spinning Co.	82	—
Arcadia Mills	200	—
Alleen Mills	—	50
American Spinning Co.	—	300
Am. Yarn & Proc. Co.	105	115
Amer. Yarn & P. Co.	105	108

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**Southern Prospects Better, Bank Reports.**

Atlanta, Ga.—The business outlook for 1922 is a great deal brighter than at this time last year, according to M. B. Wellborn, governor of the Sixth Federal Reserve Bank, in a statement covering the financial outlook for the year.

"Business concerns generally had opportunity to adjust themselves to changed conditions, as manifested chiefly in a lower level of prices, the textile industry, whose condition touches this district more vitally, in all probability, that of any other industry, shows a considerable improvement. There are many mills now running full time, whereas a year ago most of these were shut down altogether and still others were being operated on a half time basis.

"The farming outlook, so far as the production of cotton is concerned, is in a very uncertain state, on account of the depredations of the boll weevil, and the probable extension of that insect's destructive activities over a larger area during the next 12 months. However, it has been demonstrated on many occasions that we receive about as many dollars for a small crop as for a large one, consequently decreased production does not necessarily mean financial loss for the farmer.

"The credit situation in this district is far sounder than it was last December. Commercial and industrial concerns will have little difficulty in securing funds at a reasonable rate of interest with which to finance their operations.

"The banking business is, generally speaking, on a sound basis throughout this district; and many commercial banks which have been compelled to rediscount heavily with the Federal Reserve Bank, in order to take care of their local situation, have entirely wiped out their indebtedness to us, and are now in a sufficiently strong position to meet in a satisfactory manner the requirements of their customers for the coming year."

**Knit Goods Output Smaller in November.**

A loss in normal output of winter and summer underwear of 8 per cent for the month of November as compared with the month of October is noted in the monthly production report of the Knit Goods Manufacturers of America. The percentage approaching normal production for November was 86.5 per cent as compared with 87.3 per cent for October.

According to the report, the actual output of 57 mills reporting was 692,452 dozens as against 675,205 dozens in 56 mills for October. Normal manufacture in dozens for November amounts to 800,352, showing an actual loss of 107,900 dozens.

The association's report for November, 1920, shows that the actual production of 63 mills reporting was 191,831 dozens of winter and summer underwear as against a normal production of 828,750 dozens; a loss of 631,919 dozens, or in percentage approaching normal, about 23 per cent. The November, 1921, report gives

three mills as reporting closed during November, four during October, five during September and the same number for August.

With the exception of April and July, 1921, and including the report for November, the percentage approaching normal has been a steady rise toward par. In April a drop of less than one per cent was noted and in July the drop was 4.3 per cent.

**Revised Wage Rates in British Textile Branches.**

That wages in various branches of the textile industries of the United Kingdom have not been entirely readjusted is indicated by two recent wage-rate reports transmitted to the Bureau of Foreign and Domestic Commerce by Consul General Robert P. Skinner, of London.

Revisions covering general minimum time rates and overtime rates, effective October 31, in the cotton waste reclamation trade are given in the Trade Board schedule, reference number 41744, on file in the Textile Division.

Effective November 5, general minimum and overtime rates were revised in the British flax and hemp industries. In the Trade Board notice covering these revisions (a copy of which may be had on application to the Textile Division under file No. 41746) the new form of indenture of apprenticeship is given in addition to a definition of "week."

**The Cotton "Flivver."**

Some of the comment on the report that Henry Ford is planning to produce cars made out of a cotton compound has been rather humorous. For instance, the Boston Herald editorially pokes fun at the thought:

"Although these have been trying times for royalty and royalties, the King of the Southland may soon come to his own again. Henry Ford is thinking of making automobiles out of cotton. If his latest dream should become an actuality, we may expect to hear the ringum of the banjo in the cabins as merrily as of yore and the clink of gold in the coffers of Dixie speculators. Boll weevils will be forgotten.

"Two great American industries—the planters and the manufacturers of Ford jokes—will be the first to feel the stimulus. There may be, too, some shifting of employees of the dry goods trade to motor centers. We may see announcements of the coupe which will not shrink, the touring car that will wash without fading and the sedan which will neither tear nor rip at the seams. In the resultant competition the All-Wool Twin Six may come into being.

"Prophets see new economies. The thrifty owner, instead of turning his battered car over to the junk man, might conceivably send it back to the factory where Mr. Ford's analysis would doubtless be glad to resolve it into its component parts and supply the canny householder with sheets, shirts and lingerie.

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## Cotton Goods

New York—The week in cotton goods was not altogether as satisfactory as was expected, due to the unsettling influence caused by the break in raw cotton during the middle of the week. Print cloths and gray goods suffered somewhat as did denims, but the price losses were made up again before the week ended. Following a downward revision on denims prices earlier in the week, on Saturday they were again moved up one-half cent a yard and a good many sales were made at the new prices.

This development was looked for when prices were named below the cost of production as the new year opened. Competition for business in these lines has been causing an irregular price condition that does not seem to obtain in many other lines at this time. Reports given out indicate that the low prices have stimulated the overall manufacturers into buying freely on the theory that the country is still in need of low priced cotton working suits.

In other sections of the cotton goods markets, more particularly in print cloths, prices were barely steady, due to the uncertainty in raw cotton, and to the persistence of a report of a downtown export house being in financial difficulties.

Wide print cloths were easier for the week and sold on a basis of 8½ cents for 60x48s. There were bids of 9½ cents for 68x72s which several mills would not accept.

Sheetings were barely steady and it was said by the commission houses that more business was offering in those lines than in others. For 550s 7¼ cents was accepted and 31-inch 5-yard goods were offered at the same price.

There was very little doing on other gray cloths during the week.

Business was quiet in sheetings, with trading only in small lots. For 550 yard, 7¼ cents, net, was paid; 7¼ cents, net, the market on 31-inch, 5.00 yard. Limited business in 56x60, 4.00 yard, was heard at 9½ cents, net; in 4.70 yard, at 8½ cents, net; in 36-inch, 5.00 yard at 8 cents, net; in 36-inch, 56 squares, 4.25 yard, at 9½ cents, with terms. The general market on 37-inch, 48 squares, 4.00 yard, was 9 cents, net, with reports that this might be shaded by one-eighth. For some 40-inch, 4.25 yard, 8½ cents, net, was paid; 9½ cents, net, was paid; 9½ cents, net, net, for 40-inch, 2.85 yard.

The feature pointed out in the week's news of a cotton blanket before 40-inch, 3.75 yard, and 11½ cents, coming an all the year round seller because of its great utility in summer homes, hotels and camps has been given more serious attention by men who will be here shortly to stock up for the coming year. The cotton blanket as a jobbing or retail proposition, especially that end of it now classed in strictly fancy lines, has features that make it of importance for every buyer to study some of the results attained in stores where wool blankets are not featured much except in the fall and winter months. The turnover in many stores has been distinctly profitable for the seller, and the time is coming when producers will be able to offer specialists in these lines to advantage for the retailer who will rise to his opportunity to dispose of them to customers who are waiting.

Business in the Fall River print cloth market was fairly good. Mills have met the demand well, with deliveries extending through the next two or three months. At the present time, there is a little firmer tone in the market.

The sales for the week are estimated in the vicinity of 150,000 pieces. Trading in the 36 and 38¼-inch styles was the feature of the week. In the former the 20x12s sold at 2 1-16 cents and were firm, with the 36-inch, 48x44, 7.75s selling at 5½ cents.

Early in the week there was slight movement in the bag trade, which has been dormant for some time. Sales of 27-inch, 44 squares, 9.50 were reported at 4½ cents. Sales of 44-inch, 48 squares, 6.40, are also reported at 7¼ cents.

Prices on cotton goods in New York were quoted as follows:

Print cloths, 28-in., 64x64s...	6¼
Print cloths, 28-in., 64x60s...	6
Print cloths, 27-in., 64x60s...	5½
Gray goods, 38¼-in., 64x64s...	5¼
Gray goods, 39-in., 68x72s...	9½
Gray goods, 39-in., 80x80s...	12½
Brown sheetings, 3-yard....	10½
Brown sheetings, 4-yard....	10¼
Brown sheetings, Southern standard .....	12
Tickings, 8-ounce .....	28
Denims, 2.20 .....	17
Staple gingham .....	14½
Dress gingham .....	20a22½
Standard prints .....	11
Kid finished cambrics.....	8½a9½

## Cotton Mills — Attention!

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GREENVILLE, S. C.



# The Yarn Market

Philadelphia, Pa.—Some indication of the expected January demand for yarns was evident in the yarn market during the week. Most factors that the demand was large and steady and as a result, prices were moved up again as the week closed. Prices on a number of yarn sales during the week were higher than market quotations show. A considerable number of mills which have lately cleaned out their stocks yarns are now asking from 5 to 10 per cent more for their yarns. The amount of business done by commission merchants at prices slightly less than mills would accept was reported as being moderately large. A pleasing feature of the demand during the week was that it was broader than it has been in some weeks and hold promise of an active amount of buying in the near future.

On Friday and Saturday fairly large sales of Southern two-ply combed yarns were made, several of them being reported as large as 50,000 pounds. One house on Saturday sold over 150,000 pounds of combed yarns. Most of the actual sales were to mercerizers. While considerable inquiry came in from weaving mills, the actual buying was not large and the bulk of the sales made were to hosiery manufacturers.

A good deal of irregularity between prices that different spinners are willing to accept is still evident in the market and this variation makes it hard to give quotations that accurately show the actual market.

Prices in this market were quoted as follows:

Southern Two-Ply Chain Warps, Etc.			
10s.....	32 1/2 @	2-ply 26s.....	38 @
12s to 14s.....	33 @	2-ply 30s.....	39 @
2-ply 16s.....	33 1/2 @	2-ply 40s.....	55 @
2-ply 20s.....	35 @	2-ply 50s.....	75 @
2-ply 24s.....	37 @		

Southern Two-Ply Skeins.			
6s to 10s.....	31 @	36s.....	50 @
10s to 12s.....	32 @	40s.....	54 @
14s.....	32 1/2 @	50s.....	75 @
16s.....	33 @	60s.....	85 @
20s.....	34 @	Upholstery	
24s.....	36 @	Yarns.....	
26s.....	37 @	3s 4s & 5-ply.....	24 @
30s.....	38 @		

Duck Yarns.			
3, 4 & 5-ply.....	30 @	16s.....	33 @
8s.....	32 @	20s.....	35 @
10s.....	32 @		

Southern Single Chain Warps.			
6s to 10s.....	31 @	22s.....	35 1/2 @
12s.....	31 @	24s.....	37 @
14s.....	33 @	26s.....	37 1/2 @
16s.....	33 1/2 @	30s.....	39 @
20s.....	35 @	40s.....	55 @

Southern Single Skeins.			
6s to 8s.....	29 1/2 @	20s.....	34 @
10s.....	30 1/2 @	22s.....	34 1/2 @
12s.....	31 1/2 @	24s.....	35 1/2 @

14s.....	32 1/2 @	26s.....	36 @
16s.....	33 @	30s.....	38 @

## Southern Frame Cones.

8s.....	30 1/2 @	22s.....	35 1/2 @
10s.....	32 @	24s.....	36 @
12s.....	33 @	26s.....	37 @
14s.....	33 1/2 @	30s.....	38 @
16s.....	34 @	30s extra.....	42 @
18s.....	34 1/2 @	40s.....	55 @
20s.....	35 @		

## Southern Combed Peeler Skeins, Etc.

2-ply 30s.....	65 @	2-ply 60s.....	1 05 @
2-ply 36s.....	70 @	2-ply 70s.....	1 25 @
2-ply 40s.....	75 @	2-ply 80s.....	1 40 @
2-ply 50s.....	93 @		

## Combed Peeler Cones.

10s.....	49 1/2 @	28s.....	58 @
12s.....	50 @	30s.....	62 @
14s.....	50 1/2 @	32s.....	64 @
16s.....	51 @	34s.....	66 @
18s.....	52 @	36s.....	68 @
20s.....	53 @	40s.....	70 @
22s.....	54 @	50s.....	90 @
24s.....	55 @	60s.....	1 05 @
26s.....	56 @		

## Eastern Carded-Peeler Thread Twist Skeins.

20s 2-ply.....	41 @	30s 2-ply.....	62 @
22s 2-ply.....	54 @	40s 2-ply.....	58 @
24s 2-ply.....	47 @	45s 2-ply.....	70 @
26s 2-ply.....	49 @		

## Eastern Carded Cones.

10s.....	36 @	22s.....	41 @
12s.....	37 @	26s.....	43 @
14s.....	37 1/2 @	28s.....	45 @
16s.....	39 @	30s.....	39 @

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150 36" Reed Space Heavy 3 Harness Looms with Hopedale Automatic Attachments; 3 Banks Drop Wires. Excellent condition, prompt delivery f.o.b. mill floor at \$35.00 each. Address "Quick Sale," care Southern Textile Bulletin.

**Wanted**—Position as overseer of spinning. Fifteen years' experience on all grades white and colored yarn. Now employed. Can give good references. Address Spinner, care Southern Textile Bulletin.

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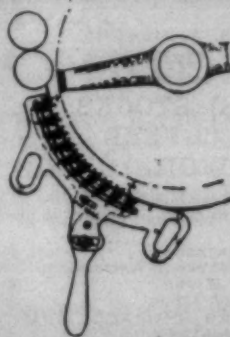


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COMPETITION IS NOW STRONG, and we cannot impress upon you too keenly to adopt our **ADJUSTABLE PIN GRIDS**, which will enable you to manufacture stronger and cleaner yarns, with smallest percentage of waste. Send for large list that have already adopted them.

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## EMPLOYMENT BUREAU

The fee for joining our employment bureau for three months is \$2.00 which will also cover the cost of carrying a small advertisement for one month.

If the applicant is a subscriber to the Southern Textile Bulletin and his subscription is paid up to the date of his joining the employment bureau the above fee is only \$1.00.

During the three months' membership we send the applicant notices of all vacancies in the position which he desires.

We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau connected with the Southern Textile Industry.

WANT position as superintendent or overseer of carding. Now employed, but want better job. Practical man of long experience who can get results. Excellent references. Address No. 3306.

WANT position as overseer of carding. Now have charge of room in good mill but wish larger job. Over 15 years experience in carding and can get excellent results. Good references. Address No. 3307.

WANT position as superintendent, assistant superintendent, or overseer of carding or spinning. Would consider good office position. My experience covers 20 years in various departments of the mill. Textile graduate, age 35. Address No. 3308.

WANT position as superintendent of weaving mill, white or colored work, where quantity and quality will be appreciated. Age 38. Now employed as carder in large colored goods mill. Over 25 years experience in cotton mill work, 15 years as overseer. Address No. 3309.

WANT position as superintendent of yarn mill, or would take place as overseer of spinning in large mill. Now employed and giving satisfaction. Prefer place in Georgia. Long experience, good references. Address No. 3310.

WANT position as master mechanic; 12 years experience in both steam and electrically driven plants. Now employed. Good references as to character and ability. Address No. 3312.

WANT position as superintendent. Am a competent man, who has had long experience as superintendent and overseer and can handle large or small job in satisfactory manner. Excellent references. Address No. 3313.

WANT position as overseer of spinning in small mill, or would take second hand's place in smaller plant. Now employed. Fine references. Address No. 3314.

WANT position as overseer of weaving. Am experienced on plain and fancy goods and can manage help and produce quality with low percentage of waste. Now employed. Best of references. Address No. 3315.

WANT position as overseer of weaving, plain or fancy work, prefer Draper looms. Have had 18 years experience in weave room, 5 as second hand and assistant overseer. Now have responsible position, but have good reason for wishing to change. References as to ability and character. Address No. 3316.

WANT position as superintendent. Now employed as superintendent of medium size mill on fine combed yarns and am giving entire satisfaction, but want larger job. Married, good habits, fine references covering experience, character and ability. Address No. 3317.

WANT position as superintendent, overseer of weaving, or as salesman of mill supplies. Will be pleased to submit references showing my ability, experience and character. Now employed. Address No. 3318.

WANT position as superintendent of yarn mill, prefer mill on hosiery yarns. Would like place in run down condition to bring it up. Married, age 48, long experience. Good references. Address No. 3319.

WANT position as superintendent of yarn or weave mill on white work. Long experience in a number of good mills and can get results. Fine references. Address No. 3320.

WANT position as overseer of carding, or spinning, or overseer carding and spinning. Am man of long, practical experience, and can get excellent results. Now employed. Good references. Address No. 3322.

WANT position as overseer of carding or spinning, or would take both. Now employed in mill on double carded knitting yarns and am giving satisfaction but wish a larger place. Satisfactory references as to character and ability. Address No. 3323.

WANT position as superintendent of weaving mill, white or colored work, colored preferred. Have successfully filled my present position for the past three years, but have good reason to change. Have had over 30 years' experience in weaving and have ability to handle large or small mill in an efficient manner. References. Address No. 3324.

WANT position as master mechanic. Have handled for a long period, mills on both steam and electric drive and am capable of handling either kind of job. Am giving satisfaction on present job, but wish to change for good reasons. Address No. 3325.

WANT position as superintendent of weaving mill. Especially experienced on print cloths and have handled several print cloth plants very satisfactorily. Would consider place with mill on other goods, as my experience covers a wide variety of fabrics. References showing character, experience and ability. Address No. 3327.

WANT position as superintendent of small yarn or weaving mill. Now employed as superintendent, but can come on short notice. References as to character and ability. Address No. 3328.

WANT position as overseer of weaving. Have had many years of practical experience on wide variety of fabrics and can give satisfaction. Excellent references. Address No. 3330.

WANT position as overseer of weaving. Fifteen years' experience in weaving, seven years as overseer. Experienced on both plain and Draper looms. Good references. Address No. 3331.

WANT position as superintendent, preferably in colored goods mills; 14 years experience in mill. Now employed but desire to change. Educated in N. C. Textile School. Age 34; unmarried, but settled. Address No. 3332.

WANT position as overseer of carding and spinning, or both. Thoroughly experienced in both departments. Now employed, but can change on short notice. Good references. Address No. 3333.

WANT position as superintendent. Am experienced overseer of long experience and also owner of patent that can be made very profitable and give the owners a decided advantage if not a monopoly on certain class of goods. Would take stock in mill for same, and also additional stock. Small yarn mill preferred. Am expert carder, young, but settled. Address No. 3334.

WANT position as overseer carding or spinning, or both. Am 33 years of age, seven years as overseer. Good references. Address No. 3335.

WANT position as overseer of spinning. Prefer mill in North Carolina. Can furnish satisfactory references as to past experience, ability and character. Address No. 3336.

WANT position as overseer of weaving, or take place as assistant in large room. Good record over long term of years. Have handled many varieties of fabrics. Satisfactory references. Address No. 3337.

WANT position as overseer of carding. Now employed as second hand, but by experience and ability am capable of handling overseer's job. Good references. Address No. 3338.

WANT position as superintendent of yarn mill on local cotton. Have had 29 years' experience in mill business, number of years as superintendent. Am 50 years old, married and have family of help. Can come at once. References. Address No. 3339.

WANT position as overseer of spinning, spooling or winding. Young married man, age 30. Have been on some of best jobs in South. Am now general overseer spinning, spooling, twisting and winding. Good reasons for making change. Prefer mill in small town. Address No. 3340.

WANT position as overseer cloth room. Can handle large or small job. Ten years' experience on most all kinds of white goods. Experienced on tire fabrics, and all kinds of goods for rubber trade. Best of references. Address No. 3341.

WANT position as superintendent in weave mill on white work, or would take place as overseer in large weave

room. Now employed. Best of references. Address No. 3342.

WANT position as superintendent of yarn mill, or overseer of large spinning room. Practical man of long experience who has always given satisfaction. Excellent references. Address No. 3343.

WANT position as overseer of weaving. Would consider second hand's place on large job. Excellent references as to character and ability. Address No. 3344.

WANT position as overseer of weaving in mill on plain goods. Would not consider place less than \$30 per week. Now employed, but want larger job. Best of references. Address No. 3345.

WANT position as superintendent or would take overseer of carding or spinning. Experienced, reliable and capable, and have excellent references from past and present employers. Address No. 3346.

WANT position as superintendent of yarn or weave mill. Long experience with good mills and can give excellent results. Best of references. Address No. 3347.

WANT position as superintendent or manager. Am experienced superintendent, now successfully operating a good mill, but wish a larger place. Excellent references. Address No. 3348.

WANT position as superintendent. Have held similar position with some of the best mills in the South. Can come on short notice. References. Address No. 3349.

WANT position as superintendent. Well fitted by training and experience to handle mill on any class of goods made in the South. Excellent references. Address No. 3350.

WANT position as superintendent or overseer of carding and spinning. Now employed. Have been superintendent and overseer for long period of years and always given satisfaction. Fine references. Address No. 3351.

WANT position as overseer of weaving. Experienced on both plain and fancy goods, and can get quality and quantity production. Good habits, steady worker. Excellent references. Address No. 3352.

WANT position as superintendent, overseer of carding or overseer of carding and spinning. Have worked in mill more than 20 years. Over 10 years as superintendent. Good references as to character and ability. Address No. 3353.

WANT position as master mechanic and engineer. Capable man whose experience covers many years in power plant work. Good references. Address No. 3354.

WANT position as overseer of carding. Have had over 25 years experience in card room, 15 as overseer. Can give satisfaction in every respect. Address No. 3355.

WANT position as master mechanic. Have had 15 years experience in textile steam power and electric plants, 3½ years with U. S. ship yards. Can handle any size power plant in satisfactory manner. Best of references from present and past employers. Address No. 3356.

WANT position as overseer of carding, or spinning, or both. Am at present overseer of carding and spinning, but have good reason for wishing to change. Good character, long practical experience and energetic worker. References. Address No. 3357.

WANT position as overseer of carding in medium sized mill, or would take second hand's place in large mill. Young man, 36 years, but am thoroughly practical and have fine experience. Good references. Address No. 3358.

WANT position as superintendent of either yarn or weave mill. Can handle either in satisfactory manner. Good references covering my experience, ability and character. Address No. 3359.

WANT position as superintendent of small mill, or overseer of carding and spinning on medium numbers, white or colored. Am 43 years old, 32 years experience, will go anywhere. Take small salary until I show what I can do. References. Address No. 3360.

WANT position as superintendent, or would take overseer of carding, spinning, or both. Now employed as overseer of carding in good mill, but wish to change to different locality. Good references. Address No. 3361.

WANT position as overseer of slashing, warping or cloth room. Mill experience covers more than 20 years and can handle efficiently either one of the above positions. Good references gladly furnished. Address No. 3362.

WANT position as engineer and master mechanic. Long experience in steam plants and machine shops. Specially good on welding. References. Address No. 3363.

WANT position as office manager for cotton mills. Am experienced in manufacturing end, cotton buying and selling. Am competent to take over office end of either cotton or hosiery mill. Excellent references. Married, good worker. Address No. 3364.

WANT position as superintendent. Middle aged man and have worked in mill for over 30 years. Can handle either yarn or weaving plant. Now employed. Good references. Address No. 3365.

WANT position as superintendent. Prefer a weave mill. Competent, reliable and experienced. My experience covers every phase of cotton mill business and I can get quality and quantity production. Now employed at good mill, but have good reason for making change. References. Address No. 3366.

WANT position as superintendent, overseer of carding, or spinning or both. Have been an overseer for 32 years and superintendent for more than 15. Would like an opportunity to correspond with mill needing reliable and practical man. Address No. 3367.

WANT position as overseer of weaving or cloth room. Now employed as overseer cloth room. Age 48, married, have family, 30 years experience. Good references from past and present employers. Address No. 3368.

WANT position as overseer of carding. Can handle any size job on Saco machinery. Experienced in both mill work and machinery erecting. Good references as to character and ability. Address No. 3369.

WANT position as mill manager, superintendent or executive position in office. Experienced in executive work in both New England and Southern mills, trained for both mill and office work. Know cost systems, can handle help, am college graduate and feel competent to handle position as superintendent or manager. Address No. 3370.

WANT position as overseer of weaving of large cloth room. Age 49, 27 years experience in weaving. Good references from past and present employers. Address No. 3371.

WANT position as superintendent. Now employed as overseer of weaving in large mill, but by experience and training am competent to handle job as superintendent. Good character, steady worker and can give fine references. Address No. 3372.

WANT position as overseer of cloth room in large mill. Am 45 years of age, married; 15 years as overseer in mills in South Carolina. Now employed, but can come on two weeks' notice. Good references. Address No. 3373.

WANT position as overseer of carding or spinning or both. Age 35, have been second hand and overseer for past 14 years. Practical experience on all classes of work. Sober and reliable and can give excellent references. Address No. 3374.

WANT position as superintendent or overseer of carding and spinning. Long experience. Can furnish good references as to character and ability. Address No. 3375.

WANT position as overseer of weaving. Experienced on all classes of goods and can handle any sized weave room in competent manner. Good references. Address No. 3376.

WANT position as superintendent, assistant superintendent, or overseer of carding. Good references as to character and ability. Address No. 3377.

WANT position as carder, spinner, or superintendent. Long experience in a number of good mills. Best of references. Address No. 3378.

WANT position as overseer of carding. Experienced more than 25 years as overseer and second hand. Am a hustler and can get production on either white or colored goods. Address No. 3379.

WANT position as superintendent. Now hold a similar position in one of the best mills in North Carolina, but want to make a change. References as to character and ability gladly furnished. Am high class man and would not consider a small job. Address No. 3380.



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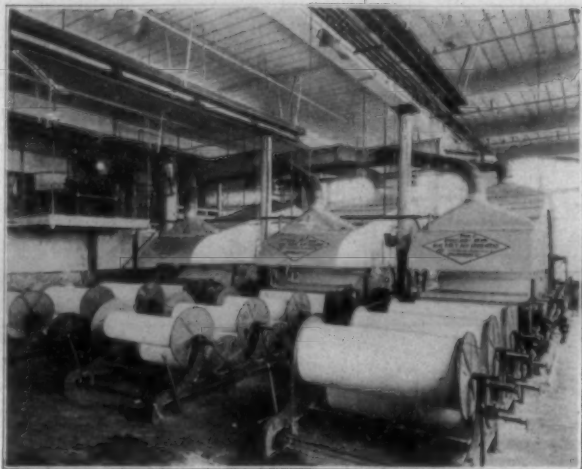
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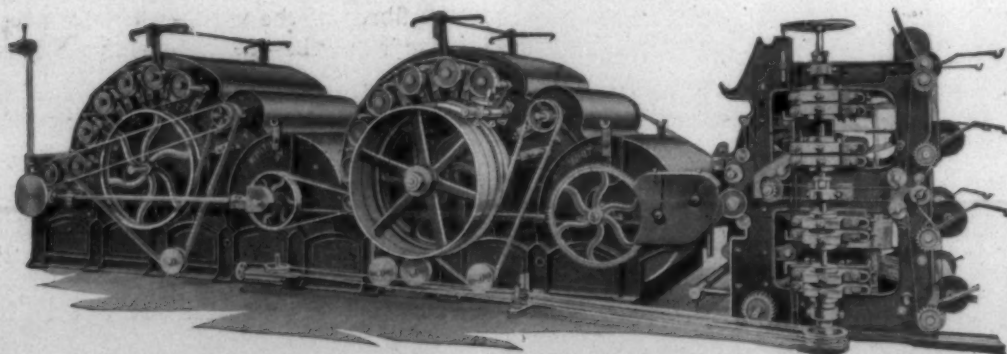
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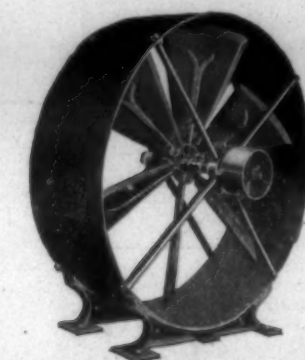
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